

THE Publishers' Weekly

OCT 23 1925

The American BOOK TRADE JOURNAL

VOL. CVIII.

NEW YORK, OCTOBER 24, 1925

No. 17

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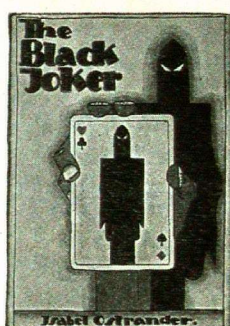
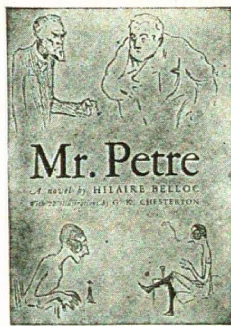
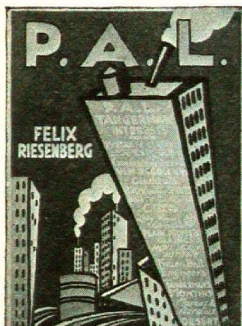
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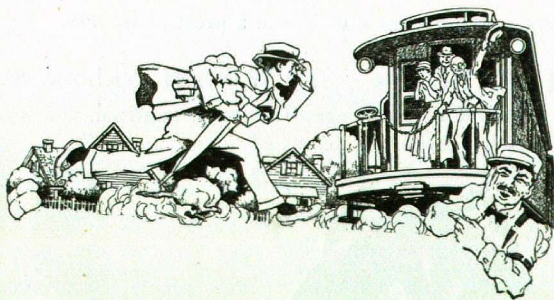
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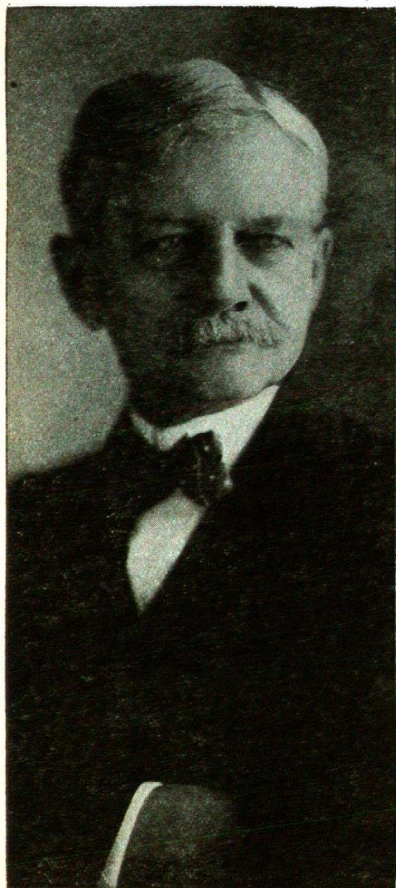
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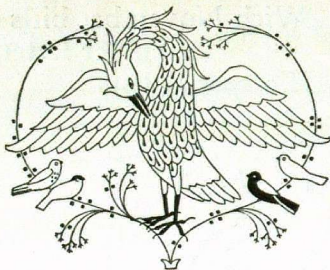
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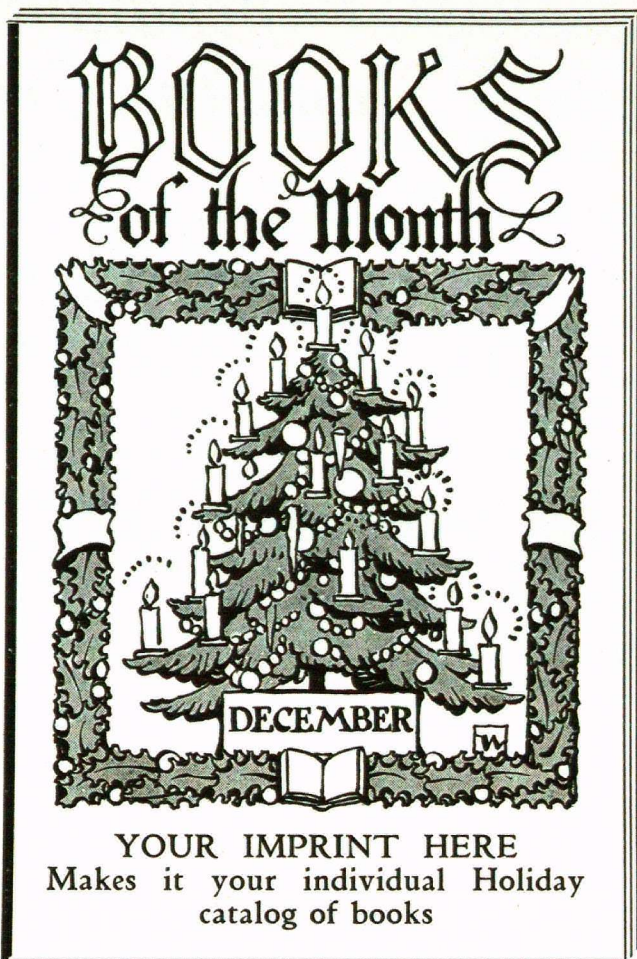
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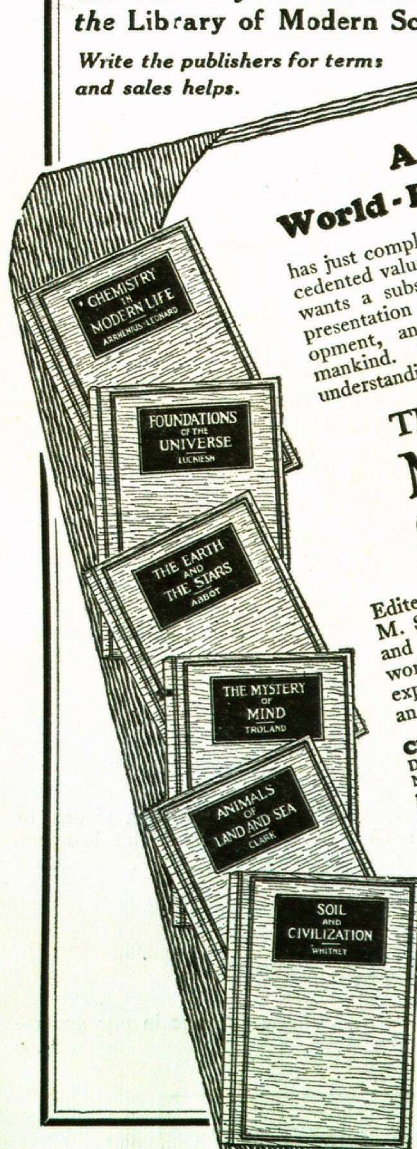
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The PUBLISHERS' WEEKLY

THE AMERICAN BOOKTRADE JOURNAL

NEW YORK, OCTOBER 24, 1925

Buying for a Bookshop

*This is the First of a Series of Twelve Articles Written
by One of the Best-Known Buyers for the Retail Trade*

John Loos, Brentano's, Chicago

ANY attempt to define a right system of purchasing that will apply to any and every bookstore must necessarily fall short of its purpose, because the problems confronting the individual buyer vary so considerably in proportion to store outlet, size and location.

I have therefore confined my comments to those phases of buying that permit generalization and allow the reader a certain latitude of interpretation.

The conclusions reached are the result of twenty-five busy years of purchasing. Twenty-five years that have permitted a vast amount of pleasant contact with books and men. It is doubtful if any other line of merchandise presents to the buyer as many constantly changing angles, or requires him to freshen his viewpoint more frequently. It is, therefore, a

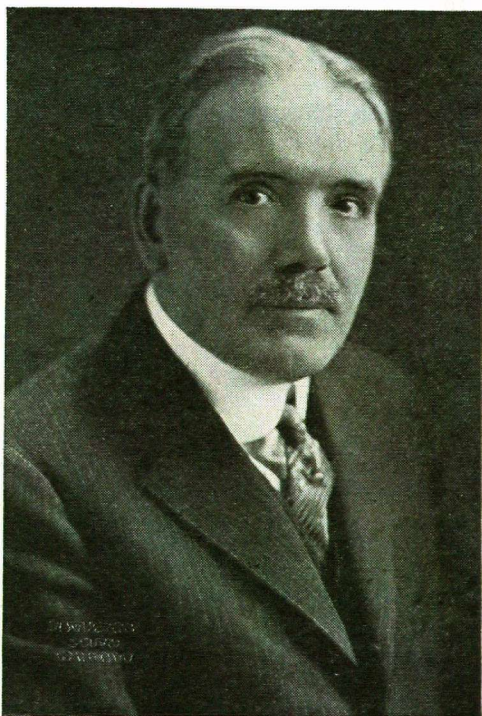
FOREWORD

very real pleasure to know that bookselling is at last taking its place among the recognized professions and a still greater pleasure to extend to the younger generation an assurance that no profession possesses more fascination than that of bookselling or book-buying, providing always that one enters into it with that enthusiasm which is a necessary concomitant of success in any line of endeavor.

Bookselling in America is on the threshold of a new era. A vast public still remains to be reached by the bookstore and is touched now only by a few stores that have adopted progressive

methods and marched with the times.

Judicious buying is the keystone to bookstore success and if these pages help to solve a few of the problems that lie in wait they may not have been written in vain.



John Loos

Buying for a Bookshop

I

The Training of the Buyer

IN this advanced day and age when it seems to be quite often the mode to begin things in the middle, or better still, at the end, it may seem somewhat antiquated to suggest that the bottom rung of the ladder is a good starting place for a young man who has visions of himself sitting in a buyer's chair. It is true that some of us occasionally obtain objectives by taking short cuts, but generally speaking, it is also true that an ounce of experience is worth a pound of theory.

If a young man were to come to me tomorrow and ask for a suggestion as to the best point to begin accumulating experience that might later be useful to him as a buyer, I should say without hesitation "start in the stock room." The humble task of putting away and arranging stock can produce incalculable benefit to a receptive mind and if the aspirant does not possess the latter qualification I would advise him to select another profession without delay.

Assuming, however, the necessary mental attitude, it is easy to visualize the benefit to be derived from handling books in this capacity. The author, the title and the publisher of a book will register automatically in the mind if you handle it often enough and a comparatively short period in an active stock room will give one a fairly good working knowledge of books, providing always that there is an honest effort to acquire and retain the knowledge.

Furthermore, it is possible to obtain a good idea of the quantities in which the various titles are ordered, of the rapidity or slowness with which they move out, and of the relative popularity and standing of the different authors.

The average stock room is an excellent place in which to study a buyer's mistakes (without dwelling upon them). With good merchandising, of course, "mistakes" don't stay around indefinitely but—we all

make them, and they may be utilized as object lessons by an observing stock clerk. "Seventy-five copies of this novel by Mrs. ——. Her last book sold so well that it seemed a shame not to take a little extra discount on this one!" "Here is a biography that looked great last year until the reviewers got at it." "This juvenile sold well when it came out, but the re-order was far too heavy." There they are, young man, look them over and see if *you* can't find a way to avoid erecting like tombstones.

Filling orders in a wholesale house or with some firm doing a large library business provides excellent opportunity for acquiring book knowledge. This usually gives contact with all departments and a chance to get acquainted with hundreds of titles that are only called for occasionally, but of which some knowledge is absolutely necessary. Assembling library orders is a particularly useful form of endeavor, because libraries are constantly using standard works in various editions, and the discrimination which they employ in their selection is in itself a very valuable object lesson.

Type, binding, durability and price; all these are factors in library purchasing and very naturally they have a like significance for the bookstore buyer.

In short, there are many things to be absorbed in the book business besides dust. A stock man's work or an order filler's work may seem trivial and menial to an impatient youth out of high school or college, but even if he has several literary courses tucked away in his mind, it will not hurt anyone to acquire his first "layer" of *commercial* book knowledge in this manner, which knowledge, be it observed is quite distinct from that acquired thru even a close acquaintance with books in their cultural aspect.

After the stock room, I think the mail-

order department might be an excellent place for the future buyer to repair to for an object lesson. The mail-order section in an aggressive bookstore is a splendid vantage point from which to observe the vagaries and the infinity of public taste. It gives one a birdseye view of the possible and probable needs of customers in the territory contiguous to and fed by this particular city or that particular town. The demand for standard books can be noted and later taken into account.

The rise and fall of best sellers may be gauged to some extent by mail-order demand. This kind of knowledge plus that which may later be acquired in floor selling will prove a very valuable weapon in the armory of a buyer. It will also prove enlightening to note the loss of both time and profit which ensues when popular books are allowed to run out of stock, and the consequent necessity of building up a system which will function and guarantee immediate reports by stock keepers when fast selling titles run low.

Books which have to be ordered by one's and two's usually carry shorter discounts and with postage added, cut very considerably into the profits at the year's end. At this point also it might be desirable to emphasize the necessity for a prospective buyer making some study of store costs. He should obtain some information as to the overhead costs of doing business in his particular store.

The "overhead" includes rent, salaries,

light and the various other items of expense which, exclusive of merchandise purchased make up the financial burden that every store must carry. This overhead when deducted from the *average* profit on merchandise shows the buyer what returns he may hope for and will assist in determining his attitude towards the various "lines" he is expected to buy, in relation to the profit and turnover to be expected thereon.

Emerging from the mail-order department, the next logical rung of the book-selling ladder is the selling "front." A year or two of actual contact with customers in their native state will provide another section of the background that every buyer must build up for himself. Such contact provides further opportunity for gauging the extent of public response to various types of books, promotes a more intensive knowledge of public needs, and serves well to emphasize a fact that is sometimes overlooked by buyers—the fact that when books are *bought*—it still remains to *sell* them!

The salesman on the road very often has a different viewpoint from the sales manager at the home office and in like manner the salesman on the floor very often gets a different angle from that of the busy buyer in his private office. It's the job of a competent buyer to understand every side of the selling question, and I know of no better way to acquire the understanding than by actual experience in the selling end.

A Bookman's Reading

Many Important Books This Fall

THE announcements for the fall show that publishers have had, in preparing their lists, the interest of book-lovers and booksellers in mind, as there is an unusual number of books that belong on the reference shelves of the bookseller or on his library table.

Some of these volumes are enlightening in the more technical ranges of his profession, like the volume on the invention of printing and "The Memoir of Thomas Bewick" and "Americana." A new volume

by A. Edward Newton is always of interest to booksellers, for Mr. Newton, always seems to write with an audience in mind which includes booksellers. The study of Bruce Rogers and the two volumes by Joseph Pennell will enlarge the bookseller's horizons and introduce him to new beauties. And finally there are several volumes that will particularly interest the office of the bookshop, books on business letters, and retail inventory, and two new books on salesmanship.

"The Invention of Printing and Its Spread Westward." By Thomas Francis Carter. \$7.50. *Columbia University Press.*

The first detailed study of the story of the Chinese development of printing, based on careful research by a former professor of Chinese at Columbia University.

"The Literature of the Middle Western Frontier." By Ralph L. Rusk. \$7.50. *Columbia University Press.*

The period covered is from 1700 to 1840, and, as the author supplies a complete bibliography, this volume becomes an important handbook for the dealer in Americana.

"Robinson Crusoe and Its Printing." By Henry C. Hutchins. \$10. *Columbia University Press.*

An elaborate and technical study of the editions from 1719 to 1731, a beautiful book limited to 300 copies.

"Memoir of Thomas Bewick." \$4. *Dial Press.*

An autobiography covering six years of the great engraver's life, shedding new light on this outstanding name and the history of wood engraving.

"Americana." By Milton Waldman. \$5. *Holt.*

A valuable book which brings together a great deal of authentic data on early American books, letters and documents.

"A World List of Scientific Periodicals," published in the years 1900-21, 2 volumes. \$23.50. *Oxford University Press.*

Volume 1 contains the names of more than 24,000 publications; Volume 2, the libraries where they are subscribed for and filed. It provides an important tool for scientific research.

"The Nobel Prize Winners." By Annie Russel Marble. \$3. *Appleton.*

There is always demand for information about these authors, the sale of whose work has been greatly augmented by the successive announcements of this famous award. There are 24 authors, each with bibliography.

"Bruce Rogers: Designer of Books." By Frederique Warde. \$3. *Harvard University Press.* Limited edition, \$10.

The material in this book appeared first in the current number of the *Fleurion*, but has now been revised, and the check-list, instead of including merely the volumes bearing the Bruce Rogers thistle, now includes all of the books for which he has been especially responsible, something over 200 volumes.

"Howard Pyle: A Chronicle." By Charles D. Abbott. \$5. *Harper.*

There are many collectors of the material of Howard Pyle, whose books are likely to receive increased attention, both for their art and literary consideration, that such a volume will supply valuable information and increase the incentive to collect.

"The Adventures of an Illustrator." By Joseph Pennell. \$12.50. *Little, Brown.*

Pennell has profoundly influenced the graphic arts in America. The text of this volume will be stimulating to the bookseller. It contains valuable information about books with which Joseph Pennell's name is connected.

"Etching and Etchers." By Joseph Pennell. \$10. *Macmillan.*

The revised edition with new preface gives technical explanations of modern art methods.

"The Greatest Book in the World." By A. Edward Newton. \$5. *Little, Brown.*
(An Atlantic Monthly Press publication.)

A volume no bookseller is likely to overlook. The chapters on Bibles, on the English prayerbook and on Dickens' "Christmas Carol" are especially interesting.

"The Story of the World's Literature." By John Macy. \$5. *Boni & Liveright.*

This is a long promised summary of world literature, offering an interesting and stimulating opportunity for the bookseller to review his acquaintance with historical periods of book-making.

"A History of English Literature." Edited by John Buchan. \$3.50. *Nelson.*

A compact, yet thoro chronicle of about 700 pages, with 142 reproductions of old portraits, etc. A convenient reference book as well as a readable volume.

"A Literary History of the English People." By J. J. Jusserand. Per volume, \$3.50. *Putnam.*

A reissue of an authoritative work by the famous French ambassador to America.

"Modern American Writers Series." \$1 each. *McBride.*

This series of interpretations of contemporary American writers so far includes Mencken, Dreiser, Mrs. Wharton, Cabell and Robinson.

"The Doctor Looks at Biography." By Joseph Collins. \$3. *Doran.*

Dr. Collins' books have always been full of suggestive opinions which increase the bookseller's knowledge of current works. Biography is now especially active.

"Literary Lanes and Other Byways." By Robert Cortes Holliday. \$2. *Doran.*

Mr. Holliday has had so much experience in both bookstores and publishing offices that his "Literary Lanes" are of special interest to handlers and interpreters of new books.

"The Art of Fiction." By Edith Wharton. \$2. *Scribner.*

Here a great novelist discusses in the most illuminating way the method of her art. A book for every bookseller to read carefully.

"The Map of Adventures." Drafted by Paul M. Paine. \$2.50 *R. R. Bowker Co.*

A wall map in four colors, delightful as decoration and stimulating in its effect on readers, as there are 150 references to the scenes of great adventures found in history and literature.

"Principles of Personal Selling." By Harry L. Tosdal. \$4. *A. W. Shaw Co.*

A new volume by the professor of marketing at the School of Business Administration, Harvard. A discussion of the whole field of personal salesmanship.

"Retail Method of Inventory." By Malcolm P. McNair. \$2. *A. W. Shaw Co.*

Explains the retail method of inventory and various methods of checking stock shortages and overages. The author is professor of the Harvard Business School.

"How to Write Business Letters." By John A. Powell. \$1.50. *University of Chicago Press.*

The problem of an effective business letter is recurrent on the manager's desk, and this is a sound and suggestive volume.

"Modern Salesmanship." By J. George Frederick. \$4. *Holt.*

A practical book containing much stimulus to better selling methods, both for retail and wholesale.

Built-In Bookshelves in the Home

The Bookseller Can Sell the Decorative Quality of Books and the Joys of Reading as Well as the Books Themselves

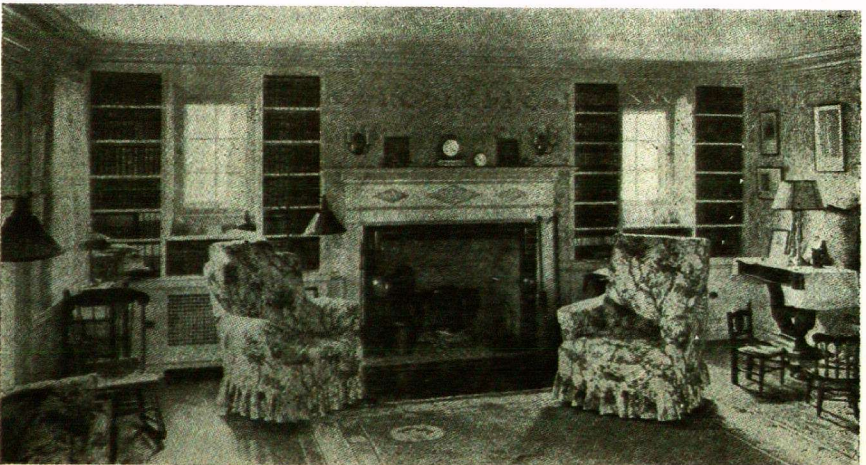
"UNTIL the prospective house builder learns that bookcases should be considered as part of the actual construction of the house itself, we will always have that rather perplexing question to answer—'where shall I put my books?' In house planning, the proper placing of the bookshelves should be given as much thought as any other detail," writes Ekin Wallick in an article on "Where to Put Books" in the September *House and Garden*. That architects and interior decorators appreciate the facts of Mr. Wallick's statement is evidenced by the appearance in the September issues of *House Beautiful*, *Country Life* and *House and Garden* of discussions of bookshelves and cases.

Mr. Wallick continues, "There are certain general rules applying to bookcases which should be conscientiously followed. First and foremost bookcases or bookshelves should be built into the wall. Secondly, they should be carried to the ceiling. The

custom of building in the shelves to a four foot six or five foot height is seldom justifiable as this type case cuts the room in half and is not nearly as effective as slender shelves which carry the eye to the ceiling." This, it would seem, is merely a matter of taste. After all, books are something that one uses and consequently wants to have within easy reach and, tho ladders make it comparatively easy to get at volumes on the top shelf, it is still easier to reach down books from a shelf within arm's reach. This, of course, providing your books are not of a number that demands the abundant space that ceiling shelves provide.

Writes *Country Life*, "Built-in shelves are the only satisfactory cases for books in the large library. Even in smaller collections, and in smaller rooms, shelves that are an integral part of the house may prove more pleasing than separate bookcases."

These arguments are all on the side of utility; something is to be said for the

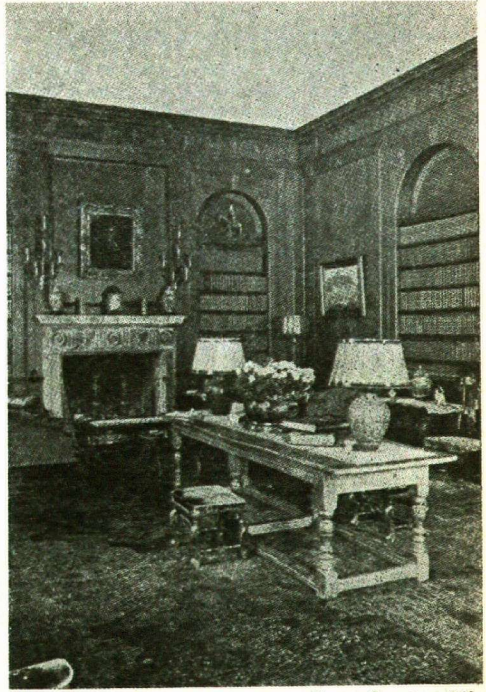


From *House and Garden*

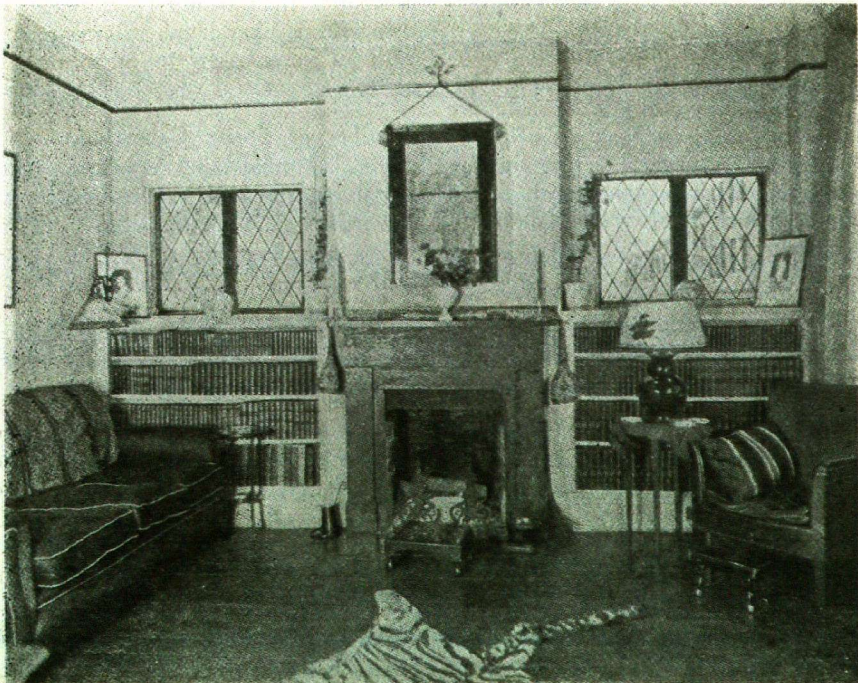
The narrow built-in shelves flanking the windows of the room above are a decorative as well as a practical feature

decorative value of books and bookshelves. For the corner that is dreary or the awkward alcove nothing is more fitting than built-in shelves filled with brightly bound volumes. And for distinctiveness of arrangement nothing could be more attractive than small shelves of unusual shapes built in odd nooks and window or chimney bends.

The result of a general adoption of built-in bookshelves by architects will be three-fold; the architect will be provided with a means of touching off his interiors with a useful and, at the same time, decorative feature, for example using the shelves to cover and take the attention away from such homely necessities as radiators, as in the illustration at the bottom of the preceding page; the occupants of the house will be provided with suitable shelves for their books, and finally, however commercial the thought may seem, booksellers will benefit by the necessity of adding more books to the shelves and by the interest in reading which is naturally stimulated by readable books attractively placed on accessible shelves.



From Country Life
An interesting use of shelves in arched alcoves in the large library



From House Beautiful
Bookroom of post-Revolutionary house in Boston showing the four foot six shelves

THE Publishers' Weekly

The American Book Trade Journal

Founded by F. Leyboldt

EDITORS

R. R. BOWKER

F. G. MELCHER

October 24, 1925

I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.

—BACON.

The Problems of the Buyers

IN this issue of the *Publishers' Weekly* begins an important and practical series of articles on "Buying for a Bookshop," written by John Loos of Brentano's. Mr. Loos is supremely well-qualified to write on this subject, and his work as buyer for Brentano's in New York and as buyer and general manager for Brentano's in Chicago has made his ability in this line a matter of national repute. Altho the problems of the buyer are necessarily different with each store, there are many common problems that make it possible to discuss in general terms the approach to this all-important work. The topics under which these will be discussed are as follows:

- I The Training of the Buyer.
- II The Qualifications of a Buyer.
- III The Buyer and His Market.
- IV What to Buy and When.
- V Eliminating Dead Stock and Buying Jobs.
- VI Stock Records and Catalog Checking.
- VII Discounts and Turnover.
- VIII The Buyer and the Publisher's Representative.
- IX The Buyer and the Sales Force.
- X Budgets and Buyers.
- XI A Buyer's Bookshelf.
- XII The Buyer's Calendar.

Analyzing the Jewelry Business

THE Harvard Bureau, which has done such careful work for different industries in analyzing their expenses and profits, has recently issued its latest analysis of the condition of the jewelry trade for 1924. In making the statistics, careful figures on prescribed forms were gathered from 254 retail stores, whose business ran as high as \$500,000, but with a typical sales volume of about \$28,000.

That the jewelry business is not in a healthy way is shown by the fact that net profits were only 1.2% as against 1.9% of the previous year, this in spite of the fact that the gross margin under which they operated had increased from 38.2% to 39.5%. The table printed below will show how the expenses are divided according to the method adopted by the Harvard Bureau. Rent seems a fairly low item, less than 5%. This would be considered a very low rent for the book business. At the same time, the turnover is extremely small, less than once per year. This would account for the very high item of interest on investment, practically 5%. Delivery is smaller than would be expected, advertising seems liberal, but salaries and wages high in comparison to other retail businesses.

Number of Stores Reporting...	254
Typical Annual Sales Volume...	\$28,000
Total Salaries and Wages.....	17.7%
Advertising	3.1
Boxes and Wrappings	1.1
Delivery	0.3
Office Supplies and Postage.....	0.7
Rent	4.8
Heat, Light, and Power	0.9
Taxes	1.0
Insurance	0.7
Repairs of Store Equipment	0.3
Depreciation of Store Equipment	0.8
Total Interest	4.9
Miscellaneous Expense	1.6
Losses from Bad Debts.....	0.4
Total Expense	38.3%
Gross Margin	39.5
Net Profit or Loss	1.2
Stock-turn (times a year)	0.9

How Much for Books?

BOOKS are correctly classed as "necessities" in the figures given by the American Academy of Political and Social Science, which has been analyzing the spending power of the individual American. It estimates that the average American spends \$1.10 for books per year. Some of the figures with which this can be compared are \$2.20 for music, 45c. for toys, \$10 for public schools, 11c. for health service, etc. In the luxury column, one can find comparisons of interest, with \$3 per year for ice cream, \$9 for perfumery, 65c. for coffins, \$8.15 for the theater, \$11 for candy. These are not family but individual expenses.

Music in the Bookstore

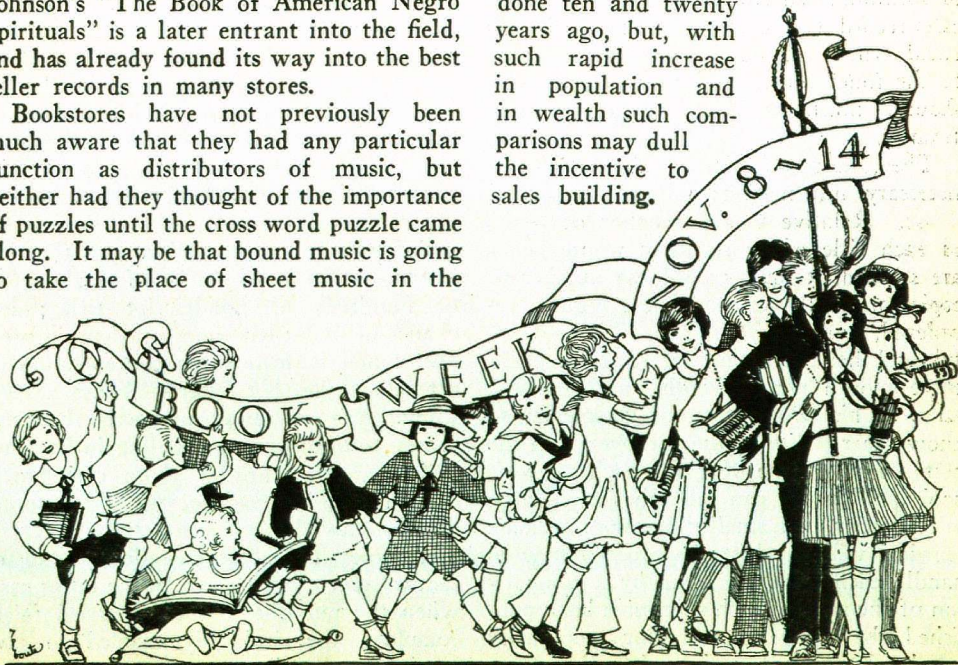
IT looks as tho it might be music year on the book counters from the experience dealers are having with "Barber Shop Ballads" and "The Book of American Negro Spirituals." "Barber Shop" ballads has touched a harmonious chord in the lives of most people who can remember evenings with "Sweet Adeline," and, with the direction of Sigmund Spaeth, good results are much easier. James Elwood Johnson's "The Book of American Negro Spirituals" is a later entrant into the field, and has already found its way into the best seller records in many stores.

Bookstores have not previously been much aware that they had any particular function as distributors of music, but neither had they thought of the importance of puzzles until the cross word puzzle came along. It may be that bound music is going to take the place of sheet music in the

homes of lovers of music and that its revival is to come in some such manner as these two volumes indicate, thru the bookstores.

City Growth

THE new figures from the Census Bureau are emphasizing the growth of the country in the area of the big cities, and some of them are certainly a stimulus to the retailer, making him realize with what strides his city may have grown in a decade. In round figures, New York may be considered a city of 6,000,000, Chicago 3,000,000, Philadelphia 2,000,000, Detroit 1,250,000, Cleveland 950,000, to mention the largest. This means that 5 years have added about 400,000 to the population served by New York dealers, 300,000 to those served in Chicago, 200,000 to those in Philadelphia, 250,000 to those in Detroit, and 150,000 to those in Cleveland. These increases are each in themselves the equivalent of a large city population, and there should be a corresponding increase in the gross income from book buying, an increase in stores and an increase in specialization. The retail trades are often inclined to measure themselves and their opportunities by what they have done ten and twenty years ago, but, with such rapid increase in population and in wealth such comparisons may dull the incentive to sales building.



Profitable Book Merchandising

By Charles L. Pollard

IX

Buying

PURCHASING, at first glance, may seem a subject poorly fitted to be included in a series of articles on book-merchandising. Nevertheless, while not visibly connected with the merchandising end proper—that concerning the disposal of books after they are purchased—it is invisibly the source of whatever profit is made. Only books that will sell must be purchased, consequently it is necessary, first, that the buyer know thoroly the sales record (to be discussed later), and, second, he must know the store's clientele. A good many stores meet this dual necessity by having the salesperson-manager of the book department do the buying. Since this person, being on the floor, is acquainted intimately with the store's needs, this arrangement perhaps is best for the small or medium-sized store. But even here the sales-record (or as it might be called with equal truth, the purchase record), should be the touchstone. In larger shops buying should, must be done, almost entirely from it.

The sales-record supplies three tables of necessary information:

1st. Relative to the number of copies of each title of each author whose books are stocked, it must record the number of copies originally purchased, the number re-ordered, and the total sales. It is helpful and handy if this record be kept in three month periods, both purchases and sales. This will enable the bookdealer to know the rapidity of the turnover, and the best season of the year for each author's books. Thus he can tell whether a large initial order, or a smaller one with periodic reorders will pay best; he can tell how to handle each author. Then by a comparison of the sales of each successive book published, the change in an author's popularity can be determined, and further titles pur-

chased accordingly. Such a record is an index to each author carried. Of course, it cannot protect the dealer against the "flops" all authors and publishers seem heir to.

2nd. This record affords means for comparison of the sales and profits in the various types of fiction and non-fiction. There may be a more than temporary popularity of books on diet or psychology that such a record would reveal. In other words, it shows the trend of public taste in types of books; it will enable the dealer to keep abreast of, or even anticipate the ever shifting demand, and to glean from it.

3rd. It furnishes a general prospect, a bird's-eye view of the book field. It is the store's log book, without which the dealer is apt to lose himself and his profits in a sea of books. It answers clearly the two questions each buyer must face: what kinds of books to stock and in what numbers. It is indispensable whether the store buys the "high spots" or the whole "line."

There is always much debate regarding the superiority and merits of "high spots" and "line" buying. Each has definite enough advantages and disadvantages; superiority is a matter of locality, trade, and the store's sales policy. In the first instance there is no clutter of single copies of hundreds of nondescript titles; less chance of duds; less money tied up in prospects; and it fosters the concentration of attention upon big sellers—always a good thing. Its one disadvantage is that customers asking for books selling in but limited quantities, or for those customarily carried at a loss for the sake of accommodation, must be persuaded to wait for a mail order (with its curtailed profit) or sent to some other store. In the latter case, when the publisher's line is carried fairly complete, the dealer is enabled to give service to all who enter.

AMERICAN FIRST EDITIONS

A Series of Bibliographic Check-Lists

Edited by Merle Johnson

Number 78

JAMES WHITCOMB RILEY, 1849—1916

Compiled by M. D. Jones

RILEY was a singer of the "homely" virtues; his efforts at prose were incidental. Collecting Riley is particularly difficult because so many titles are compilations and single poems reissued in illustrated form as gift books. This compilation and gift book activity took place mostly after 1900.

THE OLD SWIMMIN' HOLE. *Indianapolis*, 1883.

By Benj. F. Johnson, pseud.

THE BOSS GIRL. *Indianapolis*, 1886.

A few advance copies in dark brown wrappers; regular issue light brown wrappers with design by Booth Tarkington.

CHARACTER SKETCHES AND POEMS. *Indianapolis*, 1886.

NYE AND RILEY'S RAILWAY GUIDE. *Chicago*, 1888.

With Edgar W. (Bill) Nye.

AFTERWHILES. *Indianapolis*, 1888.

PIPES O' PAN AT ZEKESBURY. *Indianapolis*, 1889.

OLD-FASHIONED ROSES. *Indianapolis*, 1889.

London Ed. dated 1888.

SKETCHES IN PROSE AND OCCASIONAL VERSES. *Indianapolis*, 1891.

AN OLD SWEETHEART. *Indianapolis*, 1891.

RHYMES OF CHILDHOOD. *Indianapolis*, 1890.

THE FLYING ISLANDS OF THE NIGHT. *Indianapolis*, 1891.

First Edition. 1900 Edition contains additional material.

POEMS HERE AT HOME. *New York*, 1893.

GREEN FIELDS AND RUNNING BROOKS. *Indianapolis*, 1893.

ARMAZINDY. *Indianapolis*, 1894.

Portrait and five plates.

THE DAYS GONE BY. *Chicago*, 1895.

A TINKLE OF BELLS. *Chicago*, 1895.

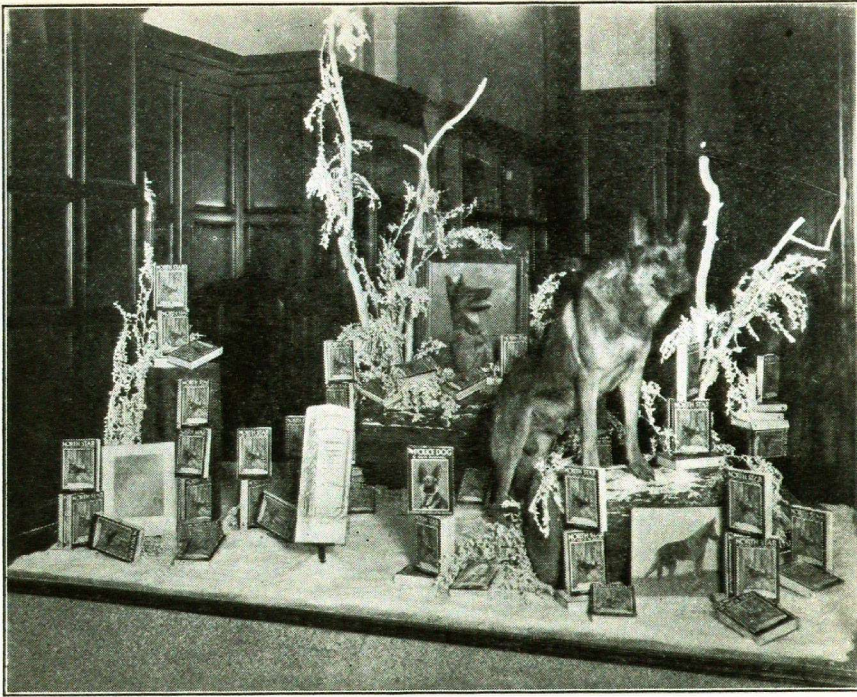
A CHILD-WORLD. *Indianapolis*, 1897.

- RUBAIYAT OF DOC. SIFERS. *New York*, 1897.
 HOME FOLKS. *Indianapolis*, [1900].
 RILEY FARM RHYMES. *Indianapolis*, [1901].
 ECCENTRIC MR. CLARK. *New York*, 1903.
 THE BOOK OF JOYOUS CHILDREN. *Indianapolis*, [1902].
 HIS PA'S ROMANCE. *Indianapolis*, [1903].
 OUT TO OLD AUNT MARY'S. *Indianapolis*, [1904].
 SONGS O' CHEER. *Indianapolis*, 1905.
 WHILE THE HEART BEATS YOUNG. *Indianapolis*, [1906].
 THE BOYS OF THE OLD GLEE CLUB. *Indianapolis*, [1907].
 MORNING. *Indianapolis*, [1907].
 THE RAGGEDY MAN. *Indianapolis*, [1907].
 THE ORPHANT ANNIE BOOK. *Indianapolis*, [1908].
 CHILD VERSE. *Indianapolis*, [1908].
 THE RUNAWAY BOY. *Indianapolis*, [1908].
 SONGS OF SUMMER. *Indianapolis*, [1908].
 HOME AGAIN WITH ME. *Indianapolis*, [1908].
 OLD SCHOOL DAY ROMANCES. *Indianapolis*, [1909].
 A HOOSIER ROMANCE. *New York*, 1910.
 SONGS OF HOME. *Indianapolis*, [1910].
 WHEN SHE WAS ABOUT SIXTEEN. *Indianapolis*, [1911].
 WHEN THE FROST IS ON THE PUNKIN. *Indianapolis*, [1911].
 THE LOCKERBIE BOOK. *Indianapolis*, [1911].
 DOWN AROUND THE RIVER. *Indianapolis*, [1911].
 India Paper.
 THE BOY LIVES ON OUR FARM. *Indianapolis*, [1911].
 KNEE DEEP IN JUNE. *Indianapolis*, [1912].
 ALL THE YEAR 'ROUND. *Indianapolis*, [1912].
 THE PRAYER PERFECT. *Indianapolis*, [1912].
 AWAY. *Indianapolis*, [1913].
 HE AND I. *Indianapolis*, [1913].
 HER BEAUTIFUL EYES. *Indianapolis*, [1913].
 WHEN MY DREAMS COME TRUE. *Indianapolis*, [1913].
 A SONG OF LONG AGO. *Indianapolis*, [1913].
 GOODBYE JIM. *Indianapolis*, [1913].
 DO THEY MISS ME? *Indianapolis*, [1913].
 RILEY BABY BOOK. *Indianapolis*, [1913].
 THE ROSE. *Indianapolis*, [1913].

Riley's Complete Works, Biographical Edition, issued in 1913, in six vols.
 The later Memorial Edition was in 10 vols.

LOVE LETTERS OF A BACHELOR POET. *Boston*, 1912.
 475 Copies only.

THE YOUTH OF JAMES WHITCOMB RILEY. (Dickey) *Indianapolis*, [1919].
 THE MATURITY OF JAMES WHITCOMB RILEY. (Dickey) *Indianapolis*, [1922].



The window which won Third Prize had as its drawing card the famous Police Dog Strongheart

Dealers Display Dog Books

G. HOWARD WATT, the publisher of Brockwell's book on "The Police Dog," has been convinced by his experience in selling the book that the public was much more interested in dogs and their care than booksellers have realized and that dog books of all kinds could be heavily sold if displayed. With this in mind, he offered substantial prizes for the best window displays containing this book and any other dog books which the dealer might find it profitable to handle. The offer has increased the number of good displays and some of the photographs that have come in have been decidedly ingenious and spirited.

The prizes as awarded by the judges were: First Prize, \$150 to Brentano's, New York, for a large general display centered around a big portrait of a police dog bringing out many lines of interest in general dog literature; Second Prize, \$75 to J. K. Gill Company, Portland, for a very striking display with a huge cut-out of a police dog in fine color effect; Third

Prize, \$25 to Bullock's, Los Angeles, for a display made especially effective because of the fact that June Cleveland, the department manager, had had vision enough to see that a live dog would attract more attention than books alone and had influence enough to get Strongheart, the famous motion picture dog, into her window for several afternoons, with the result that the sidewalk was jammed and the sale was large. Honorable mention was given to The Bookshop, Greensboro, N. C., whose display was particularly interesting because it was accomplished in a small window, which nevertheless had a fine trade pulling effect, arranged, as it was, by means within the reach of any dealer.

Correction

THRU an error the title of Fred Collins' new book was incorrectly printed in the Lothrop, Lee & Shepard Company's advertising pages in the Children's Book Week Number (October 17th issue), as "The Boy Scientists." The correct title is "The Boy Scientist."

Best Sellers for September

"THE Keeper of the Bees," Gene Stratton Porter's novel, again heads the list of best selling works of fiction during September, as reported in the November issue of *Books of the Month*. "Soundings" and "Glorious Apollo" have changed places since last month, so that now E. Barrington's biographical novel is a step in advance. The sales of Mary Roberts Rinehart's "The Red Lamp" have topped those of "A Son of His Father" by Harold Bell Wright, the mystery story having advanced from sixth to fourth place. A new title on the list, this month, is "The Perennial Bachelor," at sixth place. This is the novel which won its author, Anne Parrish, the prize in the Harper contest for the best novel of American life. Its scene is Delaware during the past seventy years. Immediately following it is Willa Cather's new novel, "The Professor's House," published only last month. Another recently published book, at eighth place, is "The Great Pandolfo" by William J. Locke. "Red Ashes" has slipped a few steps down to ninth place, and that novel, which for several months stood firmly at the top, "The Constant Nymph," has now fallen to last.

This is the third report of best selling books among general literature in which there has been no change in the titles of the five highest. The only variety for September is that "The Man Nobody Knows" by Bruce Barton has taken third place, relegating "The Boston Cooking School Cook Book" to fourth. "Jungle Days" again comes sixth, but right after it is a new book, "The Greatest Book in the World" by A. Edward Newton. This is a volume of essays, literary and otherwise by the author of "The Amenities of Book-Collecting." "The Life of Sir William Osler" and "Ariel" at eight and nine have reversed last month's order. Papini's "The Life of Christ" reappears on the best seller list at tenth place.

Fiction

- Porter. "The Keeper of the Bees." *Doubleday*.
 Barrington. "Glorious Apollo." *Dodd, Mead*.
 Gibbs. "Soundings." *Little, Brown*.

- Rinehart. "The Red Lamp." *Doran*.
 Wright. "A Son of His Father." *Appleton*.
 Parrish. "The Perennial Bachelor." *Harper*.
 Cather. "The Professor's House." *Knopf*.
 Locke. "The Great Pandolfo." *Dodd, Mead*.
 Pedler. "Red Ashes." *Doran*.
 Kennedy. "The Constant Nymph." *Doubleday*.

Non-Fiction

- Peters. "Diet and Health." *Reilly*.
 Milne. "When We Were Very Young." *Dutton*.
 Barton. "The Man Nobody Knows." *Bobbs-Merrill*.
 Farmer. "The Boston Cooking School Cook Book." *Little, Brown*.
 Brousson. "Anatole France Himself." *Lippincott*.
 Beebe. "Jungle Days." *Putnam*.
 Newton. "The Greatest Book in the World." *Little, Brown*.
 Cushing. "The Life of Sir William Osler." *Oxford*.
 Maurois. "Ariel." *Appleton*.
 Papini. "The Life of Christ." *Harcourt, Brace*.

Communication

Judging Subscription Sets

58 East Washington St.,
 Chicago, October 2, 1925.

Editor, *Publishers' Weekly*:

In your issue of August 29th you included a notice of the bulletin that was recently issued by the Pacific Northwest Library Association on subscription books. I immediately secured a copy of the bulletin. In the foreword it is stated that the committee of the Association was appointed for watching subscription books with a view to reporting the facts to librarians. This is a very commendable purpose and one which all publishers should be very glad to aid.

In your article you note that seventy-five sets were examined and of this number only six were considered good. This would certainly seem to be a rather sweeping indictment of subscription books. I have gone over the bulletin quite carefully and haven't been able to count as many as six

that received the commendation of the committee. Possibly there may be that number as you apparently were able to find them.

As the committee undertakes to state facts it would seem that some effort ought to be made to ascertain the facts. Certainly, any set of books prepared as carelessly as this bulletin is prepared would not deserve the commendation of anyone. I note several sets that are credited to publishers who have not published them for several years. Reviews are given of sets as old as fifteen years, and indicate that apparently no effort has been made to ascertain whether there are new sets which may not contain the inaccuracies or material complained of. Anything worth doing at all is worth doing well, and it would be a simple matter for this committee to request publishers to submit sets for examination. So far as I know there has been no such co-operation with the publishers.

In the criticisms of our work "Compton's Pictured Encyclopedia," sentences are taken from the context and quoted in such a way as to convey an incorrect impression, while in their proper places they do not convey such an impression. The statement is made that some of the cuts are poorly printed as tho from worn out plates. This is a phrase that is very frequently used apparently to convey the impression that very old material has been included in order to save expenses.

The facts are that not a single cut was used in our publication that had ever been used before. The cuts are the best that the engravers skill can produce, and the printing result has been very highly complimented by everyone who has sufficient knowledge of printing to recognize good printing when he sees it. One of the pictures is mentioned as being "inartistic" in spite of the fact that it is reproduced from a painting which hangs in the National Gallery of England, and is the work of one of the most noted of English painters. Anyone, of course, can question the appropriateness of using such a picture as an illustration, but classing it as "inartistic" is rather presumptuous on the part of a reviewer, who, presumably is not especially qualified as an art critic.

These same statements were made in a previous bulletin and in spite of the fact

that the attention of the committee was called to the facts they are repeated verbatim in this last edition.

No publisher could possibly object to fair and honest criticism. I fail to see, however, how any good purpose can be served by such criticisms as are contained in this bulletin. It is so obviously prejudiced and unfair that no publisher would feel impelled to make any changes or corrections in an attempt to satisfy the committee. It seems to me that the review that is given in the *Publishers' Weekly* constitutes an unjust reflection upon the publications issued by subscription book publishers.

Sincerely yours,

H. C. JOHNSON, *Treasurer*,
F. E. Compton & Company.

Obituary

NICHOLAS C. BENZIGER

NICHOLAS C. BENZIGER of the old established house of Benziger Brothers, publishers of Catholic books, died suddenly at his home in Summit, N. J. on October 18th. He was born in Switzerland in 1859 and came here when he was twenty-one to enter the publishing firm, and was active in extending the business and developing Catholic literature until he retired. He leaves two daughters, as well as three sons who are now directing the business of the famous firm.

A Directory of Libraries

The current edition of the *American Library Directory*, published triennially, is now out of print. The next edition will not be ready until the Spring of 1926.

For anyone needing immediate use of a list of Public Libraries, we can supply "The Librarian's Guide 1925" (Price \$3.75). It is a directory of British libraries and has also a directory of libraries in the United States, numbering 1750, together with the names of the librarians.

THE PUBLISHERS' WEEKLY.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date [or best available date, preferably copyright date, in bracket] is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus: [n.d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.) T (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

Adamson, Joan

Loosened cargo, and other verses. 64p. front. (por.) D c. N. Y., Fred H. Hitchcock fab. \$2

Aldrich, Bess Streeter [Mrs. Charles S. Aldrich]

The rim of the prairie. 360p. D c. N. Y., Appleton \$2
How romance comes to Nancy Moore in a small town in Nebraska.

Allain, Marcel

The lord of terror. 357p. D [c.'25] Phil., McKay \$2

A detective novel about the famous French criminal, Fantômas.

Allen, Frederick James

A guide to the study of occupations; a selected critical bibliography of the common occupations with specific references for their study. rev. ed. 212p. O '25 c. '21, '25 Cambridge, Mass., Harvard Univ. Press \$2.50

Alpha of the Plough, pseud. [Alfred G. Gardiner]

Many furrows. 285p. il. D '25 N. Y., Dutton bds. \$2.50

A volume of essays on many different subjects by the author of "Pebbles on the Shore."

Amsbary, Wallace Bruce

M'sieu Robin; lyrics and legends of Jean Baptiste and his friends; introd. by Lew Saret. 110p. il. D [c.'25] Chic., Reilly & Lee \$1.25

In French Canadian dialect.

Anderson, Charles Joseph, and Davidson, Isabel

Reading objectives; a guide book in the teaching of reading. 416p. (bibls.) D [c.'25] N. Y., Laurel Bk. Co., 74 Fifth Ave. \$1.80

Andersen, Hans Christian

Fairy tales; il. by Monro S. Orr. 309p. il. (col.) D [c.'25] N. Y., Crowell \$1.50

Arabian nights, The; il. by Harry G. Theaker. 346p. il. (col.) D (Golden bks.) [n.d.] Phil., McKay \$1.50

Aspley, John Cameron [George Dartnell, pseud.]

Managing the interview; pocket ed. 118p. S (Standard manuals for salesmen) [c.'25] [Chic., Dartnell Corp.] bds. \$1.10

Auer, Leopold

Violin master works and their interpretation. 178p. front. (por.) O c. Bost., C. Fischer, Inc., 46 Cooper Sq. \$2.50

Baldwin, Oliver

Six prisons and two revolutions. 271p. il. O '25 Garden City, N. Y., Doubleday \$3
Adventures of the premier of England's son in Trans-Caucasia and Anatolia, 1920-1921.

Barbusse, Henri

Chains; tr. by Stephen Haden Guest; 2 v. 287p.; 302p. D c. N. Y., Internat'l Publishers \$4
The author of "Under Fire" turns to universal history and writes an epic of life past and present.

Bardorf, Charles Frederick, and Ball, J. A. B.

The elements of sugar refining. 250p. il. diagrs. O c. Easton, Pa., Chemical Pub. Co. \$4

Baring, Maurice

Dead letters. 218p. O '25 Garden City, N. Y., Doubleday \$2
Imaginary letters that might have been written by famous characters from the Trojan War to the present.

Half a minute's silence, and other stories. 214p. O '25 Garden City, N. Y., Doubleday \$2
Russia is the scene of many of these stories.

Black, Alexander

American husbands, and other alternatives. 252p. D [c.'23-'25] Indianapolis, Bobbs-Merrill \$3

A volume of social and literary essays.

Adams, Walter S.

The relativity displacement of the spectral lines in the companion of Sirius. 6p. (bibl. footnotes) O (Communications to the Nat'l acad. of sciences, no. 94) '25 Wash., D. C., Carnegie Inst. pap. apply

Banta, N. Moore, ed.

St. Nicholas Christmas book. 186p. S c. Chic., A. Flanagan pap. 40 c.

Blumenthal, Walter Hart

Winepress, a vintage of verse. 192p. il. O c.
N. Y., Vail-Ballou Press bds. \$2

Booth-Clibborn, Catherine [The Maréchale]

Our children. 148p. front. D [c.'25] N. Y.,
Doran \$1

A book on child culture by the eldest daughter
of the late General Booth.

Bourne, Henry Eldridge, and Benton, Elbert Jay

American history. various p. (bibls.) il. maps
(pt. col.) diags. D [c.'25] N. Y., Heath \$1.96
A textbook for high schools.

Boyer, John Q., and others

Real puzzles. 271p. O c. Balt., Norman,
Remington \$2

A handbook to the composing and solving of puzzles
of various kinds.

Bragdon, Claude Fayette

Old lamps for new; the ancient wisdom in
the modern world. 205p. il. O c. N. Y.,
Knopf \$3

A book of essays by the author of "Four Dimensional
Vistas." It includes also a didactic poem,
"The Golden Person in Your Heart" which has been
out of print for some years.

Brawley, Benjamin Griffith

A new survey of English literature. 403p.
(5p. bibl.) O c. N. Y., Knopf \$3.50
A textbook for colleges.

Brent, Bp. Charles Henry

Understanding; being an interpretation of
the Universal Christian Conference on life
and work, held in Stockholm, August 15-30,
1923. 70p. S c. N. Y., Longmans pap. 50 c.

Bridges, James Winfred

An outline of abnormal psychology; 3rd ed.,
rev. 236p. (bibls.) O '25 c. '19-'25 Columbus,
O., R. G. Adams \$2

Brown, Henry Collins, ed.

Valentine's manual of old New York, 1926.
423p. il. (pt. col.) D [c.'25] N. Y., Valentine's
Manual, Inc. \$5

The main article is "The Last Fifty Years in
New York."

Brownell, Herbert, and Wade, Frank B.

The teaching of science, and the science
teacher. 333p. (bibl. footnotes) il. diags. D
(Century educ. ser.) c. N. Y., Century \$2

The relationship of science teaching to education
in general, with especial reference to secondary
schools and the upper elementary grades.

Bullock, D. M. (Mat)

Athletic training methods. 167p. il. Dc. '25
[Urbana, Ill., T. P. Smith] \$2.50

The author has been athletic trainer for the Uni-
versity of Illinois for the past eleven years.

Bullen, Frank Thomas

The cruise of the Cachalot. 318p. il. D (The
Fairmount classics) [n.d.] Phil., Macrae
Smith \$1.50

Burleigh, Constance

Etiquette abroad. 251p. D '25 N. Y., G.
Howard Watt \$1.25

A guide to social usage in England.

Burrard, Gerald

The tiger of Tibet. 312p. D '25 N. Y., G.
Howard Watt \$2

A tale of high adventure in the Himalayas, prompted
by a young lieutenant-colonel's attempt to in-
vestigate the activities of a mysterious Chinese gang,
whose leader is known as the "Tiger of Tibet."

Burroughs, Edgar Rice

The eternal lover. 316p. front. D c. Chic.,
McClurg \$2

The love story of a cave man and woman thru the
ages.

Candler, Edmund

Youth and the east. 331p. O '25 N. Y., Dut-
ton \$6

The unconventional autobiography of a young Cam-
bridge graduate, who lived in far eastern countries
and learned their secret ways; first published anonym-
ously in *Blackwood's Magazine*, Edinburgh.

Chase, Stuart

The tragedy of waste. 296p. (bibl. notes) D
c. N. Y., Macmillan \$2.50

A study of modern economic life, made in con-
junction with the Labor Bureau, Inc.

Clark, Catherine

Heart of a lark. 301p. D c. N. Y., Seltzer \$2

A love story.

Clarke, Joseph Ignatius Constantine

My life and memories. 419p. il. O c. N. Y.,
Dodd, Mead \$3.50

The life story of an Irishman who in the middle
of the nineteenth century conspired against the Eng-
lish, was hunted by them and was forced into ex-
ile, coming to America.

Cline, Leonard Lanson

God head. 221p. D c. N. Y., Viking Press \$2

A first novel, tinged with the color of Finnish
legends and folklore, in which the principal char-
acter seeks to become a superman.

Branom, Frederick Kenneth

The use of maps. 43p. (bibl.) D '25 Chic., A. J.
Nystrom apply

The use of globes. 46p. (bibl.) diags. D '25 Chic.,
A. J. Nystrom apply

Brauer, George R.

Providing funds for church buildings and debts;
rev. ed. 45p. (bibl.) il. S '25 c. '22, '25 Phil., Presby.
Bd. of Christian Educ. pap. 30 c.

Chatfield, Charlotte

Home baking. 14p. O (U. S. Dept. of agriculture,
farmers' bull. no. 1450) [25] Wash., D. C., Govt. Pr.
Off.; Supt. of Doc. pap. apply

Chinese Christian education; a report of a confer-
ence held in New York City, April 6th, 1925. 103p.

O c. N. Y., Foreign Missions Conference of N. A.
pap. apply

Clark, Martha B., comp.

Mineral resources of the U. S. in 1924 (summary
report); introd. by Frank J. Katz. 110p. O '25
Wash., D. C., Govt. Pr. Off.; Supt. of Doc. pap. gratis

Clarke, Rev. Maurice

Religion in the home. 29p. (bibl.) S (So. Ohio
handb'k no. 2 for parents) [n.d.] Milwaukee, Wis.,
Morehouse Pub. Co. pap. 20 c.

Cowan, Harold E., and Loker, Harold W.

Exercises in bookkeeping and business problems,
pt. 3. 157p. O [c.'25] Bost., Ginn pap. 56 c.

Collis, J. S.

Shaw. 191p. D [n.d.] N. Y., Knopf \$2
A study of the ideas and literary work of George Bernard Shaw.

Crane, Nathalia Clara Ruth

Lava Lane, and other poems. 76p. O c. N. Y., Seltzer \$1.50

A new book of verse by the twelve-year-old Brooklyn poetess, whose first book, "The Janitor's Boy," was published a year ago.

Crane, Stephen

The red badge of courage [new ed.]. 307p. D '25, c. '84-'25 N. Y., Appleton \$2.50

Cullen, Countee

Color. 125p. D c. N. Y., Harper bds. \$2
A book of verse by a young negro poet.

Dayton, Fred Erving

Steamboat days; il. by John Wolcott Adams. 447p. il. (col. front.) O c. N. Y., Stokes \$5 bxd.

The romantic history of water transportation in America from the earliest sea coast lake and river steamboats to the later vessels of the water-ways.

Descartes, René

The geometry of René Descartes; tr. by David Eugene Smith and Marcia L. Latham. 259p. front. (por.) diagrs. O c. Chic., Open Ct. Pub. Co. bds. \$4

A facsimile of the first edition of Descartes' famous work, with its translation from the French and Latin.

DeWolf, Richard C.

An outline of copyright law; introd. by Thorvald Solberg. 354p. O [c. '25] Bost., John W. Luce \$3.50

Special attention is given dramatic and motion picture rights, radio broadcasting and contracts incident to such rights.

Dickens, Charles

The old curiosity shop. 625p. il. (col. front.) D [Rittenhouse classics] [n.d.] Phil., Macrae Smith \$2.25; lea., \$6.50

A tale of two cities; il. by Rowland Wheelwright. 362p. il. (col.) O (Internat'l classics) ['25] N. Y., Dodd, Mead \$2

Dickinson, Edward

The spirit of music, how to find it and how to share it. 239p. (bibl. footnotes) D c. N. Y., Scribner \$2

The author is professor of the history of music in Oberlin College.

Dorsey, George Amos

Why we behave like human beings. 527p. (3p. bibl.) O (Harper's modern science ser.) c. N. Y., Harper \$3.50

A consideration of man from the biological, physiological and psychological standpoints.

Ellis, Edith

Ben of Broken Bow; an original American comedy in four acts. 132p. diagr. D (French's standard lib. ed.) c. '25 N. Y., S. French pap. 75 c.

Ellwood, Charles Abram

The psychology of human society. 511p. (bibs.) D c. N. Y., Appleton \$3

An introduction to sociological theory by the professor of sociology in the University of Missouri.

Ernst, Charles Frederick

The soul of a flower, and other poems. 79p. D c. Bost., Stratford \$1.50

Farjeon, Eleanor

Mighty men, from Achilles to Julius Caesar. 105p. il. D c. N. Y., Appleton \$1

Mighty men, from Beowulf to William the Conqueror. 112p. il. D c. N. Y., Appleton \$1
Stories for young children.

Fedden, Katharine Waldo Douglas Hunter
[Mrs. Romilly Fedden]

The peacock's tail. 243p. D c. Bost., Houghton \$2

A romantic tale of adventure in Morocco during the World War.

Fielding, A., pseud.

The Charteris mystery. 285p. D c. N. Y., Knopf \$2

Another problem of crime solved by Chief Inspector Painter, who first appeared in the author's previous book, "The Eames-Erskine Case."

Fletcher, Joseph Smith

False scent. 295p. D c. N. Y., Knopf \$2

A traffic in stolen antiques between England and America affords material for a new Fletcher detective story.

Foster, Robert Frederick

The coming faith. 317p. front. (por.) D c. N. Y., Dodd, Mead \$2

A book on modern religion by the author of "Foster's Modern Bridge Tactics."

Frederick, Justus George

Masters of advertising copy. 392p. O c. N. Y., Frank-Maurice bds. \$5

Gager, Charles Stuart

The relation between science and theology; how to think about it. 87p. D c. Chic., Open Court Pub. Co. \$1

Gerwig, Henrietta, ed.

Crowell's handbook for readers and writers. 734p. O [c. '25] N. Y., Crowell \$3.50

A dictionary of famous characters and plots in legend, fiction, drama, opera and poetry; together with dates and principal works of important authors, literary and journalistic terms, etc.

Dept. of Interior. U. S. Geological Survey

Surface water supply of the U. S., 1921, pt. 9. Colorado river basin. 186p. il. O (Water-supply pap. 529) '25 Wash., D. C., Govt. Pr. Off.; Supt. of Doc. pap. 25 c.

Duckett, Eleanor Shipley

Caullus in English poetry. 199p. O (Smith College classical studies, no. 6) '25 Northampton, Mass., Smith College pap. apply

Farrington, Oliver C.

The moon. 13p. (bibl.) il. O (Geology leaflet 6) '25 Chic., Field Mus. pap. 10 c.

Freyd, Bernard

Repeat the direct primary. 65p. D [c. '25] Seattle, Wash., Author, 2226 12th St. N. pap. apply

Gardner, Leon L.

The adaptive modifications and the taxonomic value of the tongue in birds. 49p. (bibl. footnotes) il. O (No. 2591, Proceedings of U. S. Nat'l Mus.) '25 Wash., D. C., Govt. Pr. Off.; Supt. of Doc. pap. gratis

German books; a selection from the most important publications of the years 1914-1925 exhibited at N. Y. by the "Borsenverein der deutschen Buchhändler," Earl Hall, Columbia University, autumn, 1925. 733p. il. (pt. col.) maps (col.) O '25 [N. Y., Columbia Univ., Dept. of Germanic Langs., Hamilton Hall] \$1

Giddings, Thaddeus Philander, and others

Three-part music. 192p. il. Q (Music educ. ser.) [c. '25] Bost., Ginn \$1.32

Gilman, Mildred Evans

Fig leaves. 328p. D c. N. Y., Siebel Pub. Corp. \$2

The story of a young girl's life as she struggles against the taboos of society.

Guérard, Albert Léon

Beyond hatred; the democratic ideal in France and America. 318p. O c. N. Y., Scribner \$3

A study in comparative democracy by the author of "Reflections on the Napoleonic Legend."

Hall, Gertrude [Mrs. William Crary Brownell]

The Wagnerian romances; introd. by Willa Cather. 424p. D '25 c. '07, '25 N. Y., Knopf \$2.75

Hallock, Gerard Benjamin Fleet, D.D., ed.

Doran's minister's manual; a study and pulpit guide for the calendar year. 581p. O '26 c. '25 N. Y., Doran \$2

Harding, William Proctor Gould

The formative period of the Federal Reserve System (during the world crisis). 327p. front. (por.) O c. Bost., Houghton \$4.50
By the former governor of the Federal Reserve Board.

Harris, Corra May White [Mrs. Lundy Howard Harris]

As a woman thinks. 319p. front. D c. Bost., Houghton \$2.50

Memories, thoughts, opinions and prejudices of the author of "My Book and Heart."

Hart, Capt. B. H. Liddell

Paris, or, The future of war. 86p. S (Today and to-morrow ser.) [c. '25] N. Y., Dutton \$1

Deals with the whole future of war—air, sea and land—and thus forms a companion volume to J. B. S. Haldane's "Callinicus" in this same series.

Hartmann, Cyril Hughes

The Cavalier spirit, and its influence on the life and work of Richard Lovelace (1618-1658). 173p. (bibl. footnotes) il. O '25 N. Y., Dutton bds. \$3

Harvard Graduate School of Business Administration, comp.

Harvard business reports, v. I. 590p. diags. O c. Chic., A. W. Shaw buck. \$7.50
149 cases selected from the file of business cases collected by the Harvard Graduate School of Business Administration, given here as a record of current business practice or as a guide to sound business management.

Hauptmann, Gerhart Johann Robert

The island of the great mother, or, The miracle of Ile des Dames; tr. by Willa and Edwin Muir. 328p. D c. N. Y., Viking Press \$2.50

A colony of shipwrecked women found a new republic on a tropical island.

Hawthorne, Nathaniel

A wonder book. 201p. il. (pt. col.) D (Franklin classics) [n.d.] Phil., Macrae Smith 75 c.

Hedin, Sven Gustaf

My life as an explorer; il. by the author; tr. by Alfheld Huebsch. 544p. il. (pt. col.) maps O c. N. Y., Liveright buck. \$5

The autobiography of a man who has penetrated many of the mysteries of unknown Asia.

Hinsdell, Oliver

Making the little theater pay; a practical handbook. 134p. il. diags. O c. N. Y., S. French \$1.60

A digest of organization, production, financing and advertising by the managing director of The Dallas Little Theatre.

Holland, Rupert Sargent

Minot's Folly. 277p. D c. Phil., Macrae Smith \$2

Mystery and romance in a little town on the Maine coast.

Hornibrook, Isabel Katherine

Romeo Ann, sophomore. 201p. il. D [c. '25] Phil., McKay \$1.50

For girls of fifteen or thereabouts.

Hunton, William Lee

Facts of our faith; teachings and practices of the church. 143p. D [c. '25] Phil., United Lutheran Pub'n House \$1

Irvine, Leigh Hadley

The follies of the courts. 273p. (3p. bibl.) D c. Los Angeles, Times-Mirror Press \$2.50
The author contends that the follies of the courts are largely the follies of legislation—a defective system of government.

Irwin, Inez Haynes [Mrs. William Henry Irwin]

Gertrude Haviland's divorce. 389p. D c. N. Y., Harper \$2

Into a woman's placid domestic existence came the thunderbolt, her husband's letter asking her to set him free; published serially under the title, "Discarded."

James, Will

The drifting cowboy; il. by the author. 253p. O '25 c. '24, '25 N. Y., Scribner bds. \$3.50
Stories of men and the horses they ride in the west.

Haggerty, Melvin Everett

Training the superintendent of schools. 29p. O (Bull. of Univ. of Minn., v. 27, no. 17) '25 Minneapolis, Univ. of Minn. apply

Harrington, Marshall

Persuasive evangelism! a handbook on the ministry of persuasion for classes and prayer groups. 48p. (bibl.) S c. Phil., Westminster Press pap. 25c.

Hayes, James Juvenal

The moon maid; a children's play in one act. 33p. S (Old Tower ser. of plays for young people) [c. '25] Chic., Old Tower Press, 59 E. Adams St. pap. apply

Hicks, Frederick Charles

Teachers' manual legal bibliography and the use of law books. 33p. O '25 Rochester, N. Y., Lawyers Co-op. Pub. Co. apply

Hollós, Stefan, and Ferenczi, S.

Psychoanalysis and the psychic disorder of general paresis; tr. by Gertrude M. Barnes and Günther Keil. 48p. O (Nervous and mental disease monograph ser. no. 42) '25 N. Y., Nervous & Mental Disease Pub. Co. apply

Jedine, John Wynne

Religion, commerce, liberty; a record of a time of storm and change, 1683-1793. 425p. (top. bibl.) maps O '25 N. Y., Longmans \$3.75

A comprehensive sketch of the affairs of the 18th century, covered mainly from contemporary sources.

Johnsen, Julia E., comp.

Japanese exclusion. 134p. (17p. bibl.) D (The reference shelf, v. 3, no. 4) '25 N. Y., H. W. Wilson 90c.

Jones, Robert Edmond

Drawings for the theatre [lim. ed.]. 96p. il. O c. N. Y., Theatre Arts, Inc. bds. \$5

Jones, Llewellyn

First impressions. 249p. D c. N. Y., Knopf \$2.50

Essays on poetry, criticism and prosody by the literary editor of *The Chicago Post*.

Kingsley, Charles

Westward ho! il. by Thornton Oakley. 604p. il. (pt. col.) maps O [n.d.] Phil., Macrae Smith \$2.50

Kipling, Rudyard

The two jungle books. 582p. il. (col. front.) D '25 c. '93-'95 Garden City, N. Y., Doubleday \$3.50

The jungle stories published for the first time in one volume.

Konigsmacher, Samuel M.

In the lion country, or, Twelve years in the African jungle. 176p. il. D [c. '25] Wash., D. C., Review & Herald Pub. Assn., Takoma Park \$1.25

Experiences that came to the author as he worked at Mosofu Mission.

Lange, Dietrich

The gold rock of the Chippewa. 272p. il. D [c. '25] Bost., Lothrop \$1.50

An Indian story for boys, of adventure in the Lake Superior country in 1775.

La Prade, Ernest

Alice in Orchestralia; foreword by Walter Damrosch. 171p. il. D c. Garden City, N. Y., Doubleday \$1

In the kingdom of Orchestralia, Alice discovers, under the tutelage of a kindly old Bass Viol, an amazing amount about what goes to make up a symphony concert.

[Larned, Col. C. W.]

What Jesus said; a topical arrangement and analysis of all his words recorded in the New Testament separated from the context; 12th ed. 422p. D [c. '90-'25] N. Y., Revell \$1.75

Jordan, Eric Knight

Notes on the fishes of Hawaii with descriptions of six new species. 43p. (bibl. footnotes) il. O (No. 2570, Proceedings of U. S. Nat'l Mus.) '25 Wash., D. C., Govt. Pr. Off.; Supt. of Doc. pap. gratis

Landon, P. O., comp.

A compendium of compound words together with a list of troublesome terminations. 104p. S c. Des Moines, Ia., Author, 3816 Third St. \$1.50

Lommel, G. E., and Bates, Frank G.

A city planning primer. 30p. (bibl.) il. maps O

Lowell, Abbott Lawrence

Greater European governments; 2nd ed. 361p. D c. Cambridge, Mass., Harvard Univ. Press \$2

Lumley, Frederick Elmore

Means of social control. 428p. (2p. bibl.) O (Century social science ser.) c. N. Y., Century \$3.75

The author is professor of sociology, Ohio State University.

Lundstedt, A. V.

Superstition or rationality in action for peace? arguments against founding a world peace on the common sense of justice. 239p. O '25 N. Y., Longmans \$4.50

MacCallum, Esther Darbyshire, comp.

The history of St. Clement's Church, El Paso, Texas, 1870-1925. 159p. il. O c. [El Paso, Tex., Author, 1815 E. Rio Grande St.] \$2.50

Macfadden, Bernarr Adolphus

Headaches: how caused and how cured. 218p. il. diagrs. D c. N. Y., Macfadden Pub'ns \$2

Strengthening the spine. 221p. il. D c. N. Y., Macfadden Pub'ns \$2

Mackinnon, James

Luther and the Reformation: v. 1, Early life and religious development to 1517. 336p. (bibl. footnotes) O '25 N. Y., Longmans \$6

McMahon, Theresa Schmid

Social and economic standards of living. 426p. (bibl. footnotes) D [c. '25] N. Y., Heath \$2.80

Macy, John Albert

The story of the world's literature; il. by Onorio Ruotolo. 637p. (27p. bibl.) il. (pt. col.) O [c. '25] N. Y., Liveright \$5

A survey of the entire range of literature. It represents four years of conscientious work on the part of the author.

Marsh, George

Men marooned. 314p. D c. Phil., Penn \$2

A dramatic novel laid on the west coast of Hudson Bay, where a handful of white men guard a thousand miles of beach.

Masson, Thomas Lansing, ed.

Tom Masson's annual; third of ye series. 317p. il. D c. Garden City, N. Y., Doubleday \$2

A collection of the best humor of the year.

(Bull. no. 11, engineering extension service) '25 Lafayette, Ind., Purdue Univ. pap. apply

Mason, Preston W.

A revision of the insects of the aphid genus *Amphorophora*. 92p. il. O (No. 2592, Proceedings of U. S. Nat'l Mus.) '25 Wash., D. C., Govt. Pr. Off.; Supt. of Doc. pap. gratis

Merrill, Paul W., and others

Discovery and observations of stars of class Be; Two stellar spectra of the P Cygni type. various p. (bibl.) il. diagrs. O (Contributions from the Mt. Wilson Obs., nos. 294 and 295) '25 Wash., D. C., Carnegie Inst. pap. apply

Milne, Alan Alexander

A gallery of children; il. by Saida (H. Willebeek Le Mair). 105p. il. (col.) F [c.'25] Phil., McKay \$3.50

Stories for children with most attractive illustrations, which are the property of Colgate & Co. and reproduced by special permission.

The king's breakfast; il. by E. H. Shepard. 17p. Q [c.'24,'25] N. Y., Dutton bds. \$2
One of the poems from "When We Were Very Young," set to music by H. Fraser-Simson, with some new illustrations.

Miller, Leo Edward

The jungle pirates. 235p. il. D c. N. Y., Scribner \$2

Two boys' adventures in South America, by the author of "The Hidden People."

Moore, J. Hampton

Roosevelt and the old guard. 314p. il: O [c.'25] Phil., Macrae Smith \$4

The author was president of the National Republican League from 1902-1906 and a member of Congress from 1906-1919, later becoming mayor of Philadelphia.

Morand, Paul

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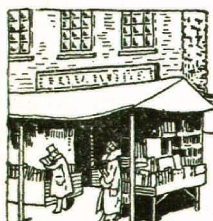
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 Pencillings. Murray, J. M. \$3 *Seltzer*
 Photosynthesis. Stiles, W. S. \$5.50 *Longmans*
 Program of Jesus, The. Mouzon, E. D. \$1.50 *Doran*
 Psychology of human society, The. Ellwood, C. A. \$3 *Appleton*
 Reading objectives. Anderson, C. J. \$1.80 *Laurel Bk. Co.*
 Readings in American literature. Wheeler, M. L. \$1.40 *Ginn*
 Real puzzles. Boyer, J. Q. \$2 *Norman, Remington*
 Red badge of courage, The. Crane, S. \$2.50 *Appleton*
 Relation between science and theology, The Gager, C. S. \$1 *Open Court Pub. Co.*
 Religion, commerce, liberty. Jeudine, J. W. \$3.75 *Longmans*
 Re-making of the nations, The. Nicholson, J. H. \$5 *Dutton*
 Renoir. Vollard, A. \$3 *Knopf*
 Revelation of God, The. Simpson, W. \$1.40 *Macmillan*
 Rex. Waldo, F. L. \$1.50 *Macrae Smith*
 Rim of the prairie, The. Aldrich, B. S. \$2 *Appleton*
 Romee Ann, sophomore. Hornibrook, I. K. \$1.50 *McKay*
 Roosevelt and the old guard. Moore, J. H. \$4 *Macrae Smith*
 Russia today. \$1.75; \$1.25 *Internat'l Publishers*
 Selection of cases on evidence at the common law, A. Thayer, J. B. \$7.50 *Harvard Univ. Press*
 Sermons of a chemist. Slosson, E. E. \$2 *Harcourt*
 Seven professions and the teachings of Jesus. Wilson, M. H. \$1.50 *Westminster Press*
 Shakspeare's debt to Montaigne. Taylor, G. C. \$1.50 *Harvard Univ. Press*
 Shaw. Collis, J. S. \$2 *Knopf*
 Single six-year term for president, A. Phelps, E. M. 90c. *H. W. Wilson*
 Six prisons and two revolutions. Baldwin, O. \$3 *Doubleday*
 Social and economic standards of living. McMahon, T. S. \$2.80 *Heath*
 Social classes in post-war Europe. Stoddard, L. \$2 *Scribner*
 Soul of a flower, The. Ernst, C. F. \$1.50 *Stratford*
 Spirit of music, The. Dickinson, E. \$2 *Scribner*
 Steamboat days. Dayton, F. E. \$5 *Stokes*
 Story of textiles, The. Walton, P. \$5 *Walton Advertising & Pr. Co.*
 Story of the world's literature, The. Macy, J. A. \$5 *Liveright*
 Stranded on long bar. Spalding, H. S. \$1 *Benziger Bros*
 Strengthening the spine. Macfadden, B. A. \$2 *Macfadden Pub's*
 Superstition or rationality in action for peace? Lundstedt, A. V. \$4.50 *Longmans*
 Tale of two cities, A. Dickens, C. \$2 *Dodd, Mead*
 Teaching of science, The. Brownell, H. \$2 *Century*
 Three part music. Giddings, T. P. \$1.32 *Ginn*
 Through human eyes. Williams, F. C. \$1.20 *Longmans*
 Tiger of Tibet, The. Burrard, G. \$2 *G. Howard Watt*
 To Christ through evolution. Sweet, L. M. \$2.50 *Doran*
 Tom Masson's annual. \$2 *Doubleday*
 Top o' the column, The. Preston, K. \$2 *P. Covici*
 Tragedy of waste, The. Chase, S. \$2.50 *Macmillan*
 Two jungle books, The. Kipling, R. \$3.50 *Doubleday*
 Understanding. Brent, C. H. 50c. *Longmans*

University debaters' annual. Phelps, E. M. \$2.25 *H. W. Wilson*
 Valentine's manual of old New York, 1926. Brown, H. C. \$5 *Valentine's Manual, Inc.*
 Violin master works and their interpretation. Auer, L. \$2.50 *C. Fischer, Inc.*
 Wagnerian romances, The. Hall, G. \$2.75 *Knopf*
 War and peace. Tolstoi, L. N. \$2.50 *Crowell*
 Westward ho! Kingsley, C. \$2.50 *Macrae Smith*

What evolution is. Parker, G. H. \$1.50 *Harvard Univ. Press.*
 What Jesus said. Larned, C. W. \$1.75 *Revell*
 Why we behave like human beings. Dorsey, G. A. \$3.50 *Harper*
 Winepress. Blumenthal, W. H. \$2 *Vail Ballou Press*
 Wonder book, A. Hawthorne, N. 75c. *Macrae Smith*
 Writing of fiction, The. Wharton, E. \$2 *Scribner*
 Youth and the east. Chandler, E. \$6 *Dutton*



Old and Rare Books

Edited by Frederick M. Hopkins



THE catalog of "The Mosher Books of 1925" has just been issued. It contains no new titles but some that have been out of print have been restored to the list.

"A STUDY in Clarification" is the subtitle George S. Helman has given his new book, "The True Stevenson," which Little, Brown & Co. will publish late this month. Collectors are watching for this book with a good deal of interest.

THE Bible has been translated into 835 languages, according to a chronological list of translations made by Dr. R. Kilgour, superintendent of the translating and editorial department of the British and Foreign Bible Society. In 1804 the Scriptures were available in only 72 languages.

THE memory of Louis Braille, the blind inventor of the system of raised point printing, enabling the blind to read with their finger tips, is to be perpetuated by a permanent organization which will carry on the work of printing Braille system books for the sightless. This tribute to this benefactor, who brought so much sunshine to the sightless, is the finest kind of

a monument, infinitely finer than marble could be.

A COPY of "Remembered Yesterdays," by Robert Underwood Johnson, former editor of *The Century*, later Ambassador to Italy, was donated by the author on his recent return to America on the Steamship Paris, to the usual auction for the benefit of the families of the French seamen. The copy brought \$55.

A. EDWARD NEWTON believes Charles Dickens's "A Christmas Carol" to be the greatest little book in the world, altho he qualifies the statement by explaining that he is considering books of today, not great little books of ages past. He states that the greatness of the "Carol" lies in its power to instil in the reader a desire to make the world a little better for all mankind—which is assuredly the Christmas spirit.

THE Weyhe Gallery is holding a show of old star maps and astronomical charts. These decorative pieces of the early eighteenth century form one of the most delightful branches of the great art of map making. There are charts of the heavens

with the constellations drawn with much fancy and imagination. There are designs of the course of the sun and moon and earth. And quite as important are a number of rare old celestial and terrestrial globes of the seventeenth and eighteenth centuries.

A LONGFELLOW-Evangeline memorial is to be erected on the banks of the Bayou Teche, near Martinsville, New Orleans. The monument will arise in a fifty acre park, almost on the spot where Evangeline kept her unfulfilled tryst with the banished Gabriel. In the center of the park will be a wading pool surrounded by figures symbolic of the poem, "Youth, Gladness, Love and Despair," over which will stand the monument consisting of a figure of Longfellow and his two characters, Evangeline and Gabriel. Funds for the project are being raised by subscriptions from school children of the South, Longfellow-Evangeline associations being organized everywhere.

THE oldest medical book in the world, the Papyrus Edwin Smith, an Egyptian Surgical treatise, upon which Professor James H. Breasted of the University of Chicago has been engaged in translating several years, will be completed next year. The papyrus now reposes in a case in the New York Historical Society's collection. It is one of four great medical works surviving from the early Egyptian times, two of which are in America and two in Europe. The Smith papyrus dating from the seventeenth century B. C. is the oldest nucleus of really scientific knowledge known and the most important medical treatise which has descended to us from ancient Egypt, or the ancient Orient.

A MEMORIAL to Mrs. Gene Stratton-Porter is being planned by the citizens of Decatur, Ind., situated on the edge of the Limberlost swamp, made famous by Mrs. Porter. In accordance with Mrs. Porter's expressed wish, "I should like to be buried under a tree and have a huge boulder rolled on my grave," it is proposed that a fifty-ton boulder be removed to Decatur from its present site, a mile or so away, and that it be marked by a bronze

tablet. It is further proposed that the state road leading to Limberlost Cabin and to the swamp be officially named "The Limberlost Trail," and that an acre of ground be acquired beside each schoolhouse in Adams County and the native trees be planted thereon.

THE First Edition Club of London announces the publication, probably in the Spring of next year, of "A Bibliographical History of Books by Writers of the Nineties," with notes on their authors written and compiled by A. J. A. Symons containing full bibliographies of the works of fifty English authors. The large quarto volume will contain over 700 pages, finely printed with many illustrations, bound in half pigskin. Its approximate price will be £4 10s. When ready it will be the most comprehensive guide in existence to the literature of the period of which it treats. The bibliographies give collations of many books not in the British Museum, the existence of which has been unknown to collectors. A prospectus is in the course of preparation.

THE private papers of William Jennings Bryan, throwing new and intimate light on political and international events of more than thirty-five years of American history, will go to the Library of Congress for perpetual custody in the Manuscripts Division, where ultimately they will be accessible to responsible historical scholars. Among the important historical questions revealed in these papers are Bryan's attitude before the Chicago convention of 1896; his feelings about the nomination of the Democratic party in 1904; the negotiation of the famous Bryan peace treaties; the real reason why Bryan resigned in 1915, when Secretary of State; his attitude toward the League of Nations in his later years; opinions on religion and politics, in short, all the material relating to one of the most spectacular and significant biographies of the contemporary period of American history.

THE origin of the name "blue book" dates back to the middle of the seventeenth century. Archbishop Laud was brought to the House of Lords to make a

recapitulation of his answers to charges brought against him. This was September 2, 1644, and the eminent ecclesiastic, who was beheaded the following year, wrote in his diary: "So soon as I came to the bar I saw every lord present with a new thin book in folio in a blue coat. I heard that morning that Mr. Brynne had printed my diary and published it to the world to disgrace me. Some notes of his own are made upon it. The first and last are desperate untruths, besides some others. This was the book then in the lords' hands, and I assured myself that time picked for it that the sight of it might damn me and disenable me to speak. I confess that I was a little troubled at it, but when I had gathered up myself and looked up to God I went on to the business of the day." This is believed to be the first mention of a blue book.

THE 349 lots of autograph letters and documents of American, British and French interest, from various consignments, sold at the Anderson Galleries October 13, brought \$3,480.75. Much of the material was ordinary, but all things considered, prices were very good. A few of the rarer lots and the prices realized were the following: A. L. S. of Balzac, 1 p. 8vo, April 13, 1844, about his "Comedie Humaine," \$27; A. L. S. of Johannes Brahms, 3pp. 8vo, 1882, to Sir George Henschel, \$25; A. L. S. of Lord Byron, 1 p. 4to, Pisa, March 20, 1822, \$65; manuscript of William Congreve, 1 p. 8vo, five stanzas of four lines each, \$17; A. L. of Madame Elizabeth, sister of Louis XVI, 4 pp. 8vo, 1789, \$50; A. L. S. of Frederick the Great, 4 pp. 4to, Magdebourg, Sept. 12, 1742, speaks of his neutrality in the face of proposals from Hungary, \$45; A. L. S. of Lafcadio Hearn, 4 pp. 8vo, St. Pierre, Martinique, 1887, \$30; A. D. S. of Thomas Jefferson, 2 pp. 4to, Williamsburgh, Nov. 21, 1777, \$32.50; A. L. S. of Louis Pasteur, 1 p. 8vo, November 27, 1885, \$25; and A. L. S. of Lord Tennyson, 1 p., 12mo, Aldworth, March, 1885, \$57.50.

Auction Calendar

Tuesday morning, October 27th, at 10:30. Books owned by T. S. Doubleday and others covering Americana, first editions, etc. (No. 378.) The Walpole Galleries, 12 West 48th St., New York City.

The "Knock-Out" System May Have Influenced Leverhulme Heirs

MITCHELL KENNERLEY of the Anderson Galleries returned from London recently and was immediately interviewed in connection with the important announcement of the sale of the Lord Leverhulme collection which the cables had announced for January. One of the reasons, according to Mr. Kennerley, that the heirs to the Leverhulme estate decided to arrange for the American market direct and invited Mr. Kennerley to go to London to talk over plans was that they feared the effect of the old established "knock-out" system that exists in London. Mr. Kennerley said "that it was an open secret in the trade in London that the 'knock-out' system, if applied to the Leverhulme collection, would net the dealers who worked in cooperation a half million dollars."

This system, which has been exposed many times in the English press, notably when the attention of the authorities was called to the "knock-out" of a First Folio Shakespeare for £100 when its real value was forty times that amount, but nothing, according to Mr. Kennerley's information, was done and the members of the various "knock-outs" in different fields of auction practice continue their cooperation.

The "knock-out" system is one by which the leading dealers agree that only one member of their group shall bid at the auction for any item desired for purchase by any one of the dealers in the circle. After the sale is over, they hold their own private auction, open to all members of the circle, and the item goes to the highest bidder among the dealers. The difference between what was paid at the auction and what is offered by the most interested of the dealers is divided around among the dealers. Mr. Kennerley's emphasis on the importance of this condition in bringing the Leverhulme sale to this side seems likely to have the effect of bringing the discussion to the front again in London.

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Objectionable books are excluded as far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

BOOKS WANTED

William Abbott, Tarrytown, N. Y.
 Avery's U. S., set or odd vols.

Ainslee's Magazine, 79 7th Ave., New York
 Mrs. Lancelot, Maurice Hewlett.

Aladdin Bk. Shop, 205 Trumbull St., Hartford, Conn.
 Review Copies Latest Fiction.

America-South-of-Us, 62 W. 45th St., New York
 Catherwood, F., Views of Ancient Monuments in Central America, Chiapas, and Yucatan, London, 1844.

Stephens, J. L., Incidents of Travel in Central America, Chiapas, and Yucatan, Catherwood ed., London, 1854.

Squier, E. G., Incidents of Travel and Exploration in the Land of the Incas, New York, 1877.

Am. Bapt. Pub. Soc., 1107 McGee, Kansas City, Mo.

Milk and Meat, Dixon.
 Any books by A. C. Dixon.
 Smith's Bible Dictionary, 4 vols.
 History of the Christian Church, G. T. Shedd, 2 vols.
 Commentary on the Old and New Testament, Adam Clark, 6 vols.
 Pulpit Commentary, 51 vols.
 History of the Roman Empire.

American Library Service, 500 5th Ave., New York

Aristotle, History of Animals.
 Ashdowne, British Costume of the 19th Century.
 Bayne, Two Great Englishwomen.
 Brontes, The, all books pertaining to.
 Ethnology, 14th Annual Report of Bureau of Amer. Farnall, Evolution of Religion.
 Green, Short History of the English People, illus., 4 vol. ed., Harper.
 Harland, Charlotte Bronte at Home.
 Hunt, Dramatic Essays.
 Leyland, The Bronte Family.
 Mead Genealogy.
 Odencrantz, Italian Women in Industry.
 Saturday Evening Post, 1899-1905.
 Shanz, Christian Apology.
 Wautega Co., N. C., with sketches of families.

W. H. Andre, 607 Kittredge Bldg., Denver, Col.
 My House for Children, 6 vols.

Archway Book Store, 224 Pike St., Seattle, Wash.
 Taylor, History of Alphabet, Scribner.

Argus Bk. Shop, 434 S. Wabash Ave., Chicago
 Weber's History of Philosophy.

A. S. Arnold, Metuchen, N. J.
 Books on Ancient Egypt, Hieroglyphs, Arts, etc.
 Associated Students Store, Univ. Cal. Berkeley, Cal.
 Newman, Outline of Practice of Preventive Medicine, H. M. S. O.

Bachmeier & Co., 438 W. 37th St., New York
 One or more copies, Dyes and Dyeing, Pellet.

J. Baer & Co., Frankfurt a. M., Hochstrasse 6, Ger.
 American Journal of Archaeology, vol. 19, nos. 3, 4;
 vol. 20, nos. 3, 4.

Cooke, Social Evolution of Religion, 1920.
 Annals of Amer. Acad. of Political & Social Science,
 vol. 70, no. 159; vols. 87, 88, nos. 77-177; vol. 99,
 no. 188; vol. 110, no. 199.
 Transactions of Amer. Philological Associat., compl.
 set from beginning.

William M. Bains, 1713 Chestnut St., Philadelphia
 Douglas Sladen, How to See Italy, 1912, James Pott.

Baird & Crips, Lebanon, Tennessee
 Sets, Parsons On Contracts, vols. 1, 2, 3, 6th to 9th
 eds.

R. J. Baker, 112 W. Adams St., Chicago
 All B. R. Tucker publications, copies Liberty, any
 pamphlets, Spooner Letter to Cleveland, etc.

Ball & Brown, Inc., 30 Broad St., New York
 Any books on Portugal or the Portuguese in English.

Ballantyne & Sons, 1409 F St. N.W., Wash., D. C.
 Raymond, Tell England.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.
 Verrill, Book of the Sailboat.

C. P. Bensinger Cable Code Book Co., 19 Whitehall
 St., New York

Schofield's General Telegraph A B C 5th Improved.
 Peterson, Banking Sample's Code.

BOOKS WANTED—Continued

C. P. Bensinger—Continued

Western Union, Lieber 5-Letter Codes
Any American-Foreign Language Code.

W. Beyer, 259 5th Ave., New York

Tiedmann, The Unwritten Constitution.

A. F. Bird, 22 Bedford St., Strand, London, W.C.2
Manon Lescaut, trans. by A. W. Gundry, illus.,
1894, Chicago, Veronee Pub. Co.
Duff, Manufacture of Sausages, 1899.

Bobbs-Merrill Co., Indianapolis, Ind.

Songs o' Cheer, Riley, Greenfield ed., in sage green.

The Book Shelf, 15 Garfield Pl., Cincinnati, Ohio
Studies in Wagnerian Drama, Krehbiel, Harper.
Musical Studies, E. Newman, Lane.
Richard Strauss, E. Newman, Lane.

The Bookshop, 212 W. 3rd St., Davenport, Ia.

Our Natupski Neighbors, Edith Winter.

The Book Shop, 219 N. 2nd St., Harrisburg, Pa.
A Shadow Show, illus. by Peter Newell.
Parsons on the Rose.

The Book Shop, 89 Halsey St., Newark, N. J.

Good Fellowship, Woolward.
Dinosaurs, Matthew.
Munera Pulvaris, Ruskin, vol. 12, N. Y. Soc.

The Booke Shop, 4 Market Sq., Providence, R. I.

Age of Pope, Bell, Harcourt.
Age of Tennyson, Bell, Harcourt.

Charles L. Bowman & Co., 118 E. 25th St., New York

Seeker, The, Wilson.
Illustrated History of English Plate, Jackson.
Fraternity, a Romance.
Society and Politics of Ancient Rome, Abbott.
Songs Celestial, Arnold.
On the Ohio, Abdy, H. B.

Brentano's, 1 W. 47th St., New York

Memoirs of Philip de Comines.
In the Forecastle, or 25 Years a Sailor, Richard T.
Cleveland, pub. about 1820.
Paris Revisited; America Revisited, Sala.
The Parnell Movement, T. P. O'Connell, 1889.
Charles Stuart Parnell, by Katherine O'Shay, 2 vols.
Bigelow, John, Retrospections, vols. 4 and 5, Double-
day, Page, 1912.
Wedmore, Frederick, Whistler Catalogue.
Hamilton, Alexander, Federal ed.
Hamilton, A. McL., Intimate Life of Alexander Ham-
ilton, Scribner.
Irving, Washington, large paper Life of Washington,
Wiley & Putnam, 1859, set or vols. 4 and 5.
Lodge, Henry C., Alexander Hamilton, L. P. copy.
Stauffer, American Engravers.
Baker, American Engravers, L. P. copy.

Brentano's, 218 S. Wabash Ave., Chicago

Our Presidents, 1st ed., Morgan.
Impending Crisis of the South, 1st ed., Hinton.
Miss Matilda Van Dorn, Cummings, pub. Lothrop.
San Francisco, The Golden Gate, Pennell, 2 copies.
Between Two Thieves, Dehan, Stokes.
Beraking Through, Cummings.
Window in the Fence, Brunkhurst, Doran.
High Lights on French Revolution, Belloc.
Battle of Atlanta, Dodge.
Goodrich Family in Am., Chicago, 1889.
John Tanners Narrative of Captivity.
Talmadge, Brooklyn Tab. Sermons.
Beecher, Twelve Lect. to Young Men.
Interest & Equation Exponents, Dean & King Pub.,
St Louis.
Problems in Pan Americanism, Inman.
Origin & Nature of the Emotions, Crile.

Brentano's, F & 12 Sts., Washington, D. C.

Stoddard, Black Republic.
Pears, Destruction of Greek Empire.
Garrett, Oconochee.
Stone, Fifty Years a Journalist.
Chittenden, Amer. Fur Trade.

Brentano's, Wash.—Continued

Curtiss, Realms of the Living Dead.
Wilstach, Potomac Landings.
Powers, Garden of the Sun.
Dumas, Sylvandrie, H. L. ed., L. B. & Co.
Keith, Engines of the Human Body.
Barons of the Potomac & Rappahannock Rivers.
Buell, John Paul Jones.
Barrow, Isles & Shrines of Greece.
Wyeth, Life of Gen. Forrest.
Chatterton, Ship Models, Sailing, Special no of the
Studio.
Zola, Lourdes.
Lodge, Story of Spanish American War.
Benson, Up & Down.
Mencken, Damn.
Lea, Valor of Ignorance.
Paetow, Guide to the Study of Medieval History.
Roseberry, Last Phase.
Lowell, What O'clock, 1st ed.

Brick Row Bk. Shop, 30 Broad St., New York

Burke, Limehouse Nights, 1st ed.
Burney, Evelina, early edn.
Charnwood, Lincoln, 1st ed.
Griffiths, Naval Architecture, N. Y., about 1854.
Horace, Odes, early ed.
London, Jack, 1st eds.
Moore, John T., Songs and Stories from Tennessee,
any ed.
Page, Walter, Letters, 2 vols., 1st.
Strange, Guide to Collectors, any ed.

Brick Row Bk. Shop, 19 E. 47th St., New York

Dane, Will Shakespeare, limited ed.
Donn Byrne, any 1sts.
Ridgeway, Nomenclature of Colour.
Lowell, Amy, any 1sts.
Boyd, Drums, 1st.

Brick Row Bk. Shop, 104 High St., New Haven, Conn.

Atlas to Marshall's Life of Washington.
Early Books of Litchfield, Conn., printed by Collier.
Early Pictures of Hartford, Conn.
Barber's Antiquities of New Haven, 1831, 1856 and
1870 issues.
Lambert's Hist. of Colony of New Haven, 1838.
Barnard's New and Complete Hist. of England.
Cary's 1814 Atlas.
Life of Trumbull, Stuart, 1859.
Four Years at Yale, Bagg.
Peter's History of Connecticut, 1829.

Bridgman & Lyman, 108 Main, Northampton, Mass.

Bertha Vos, Medical Body, Vade-me-cum, in German
and English.
Bury, Ancient Greek Historians, 3 copies.

Brockmann's, Charlotte, N. C.

Taylor, Bayard, Eldorado.
Royce, California.
Sumner, Finance and Financiers of American Revo-
lution.
Hinsdale, Old Northwest.
Kendall, Amos, Autobiography.
McKee, T. H., National Conventions and Platforms
of All Parties.
Compton's Pictured Encyclopedia.

Brown Book Shop, 623 State St., Madison, Wis.

Osgood, Introduction to Infinite Series.

Fanny Butcher, 75 E. Adams St., Chicago

International Encyclopedia, recent ed.
Wanderings, Rockwell Kent, 1st impression.
Callahan Bk. Co., 164 S. Main, Salt Lake City, Utah
Explorers Adventures in Tibet, Landor.
Day of the Saxon, Homer Lea.

Campion & Co., 126 S. 16th St., Philadelphia

Townsend Harris Diary.
Chesapeake Bay Country, Earle.
Gray's Letters, 3 vols., ed. Tovey.
In the Forbidden Land, Landor.
Book of the Tarpon, Dimock.
American Shrines in England.
Lawyer in Literature, Gest.
Sea Wolves of the Mediterranean.

Hoyt Case, 21 E. 61st St., New York

Edna St. Vincent Millay's 1st eds.

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H. Case—Continued

Willa Cather's 1st eds.
Twain, 1601, limited ed.
Boyd, Drums, 1st ed. with dust-wrapper.
Drinkwater, Abraham Lincoln, 1st, presentation.
Macdonald, Back of the North Wind, 1st ed.
Melville, Moby Dick, 1st ed.
Millay, Figs from Thistles, 1st, in wrappers.

C. N. Caspar Co., 454 E. Water St., Milwaukee, Wis.
Nicholson, Broken Barriers.
Britannica, Cambridge, cloth.
Bigham, Fanciful Flower Tales.
Munson, Doctrinal Differences.
New International Encyc., last ed.
Cory, Anna Lombard.

Celebrated Authors Society, 723 7th Ave., New York
Laura Jean Libbey and Maurice LeBlanc Stories.

L. Chandler, 728 Townsend Pl., Niagara Falls, N. Y.
Notes from a Country Library; Sonnets of Michael Angelo; Sentimental Journey; Poems of Maria Lowell; Abraham Lincoln; Franklin and His Press at Passy; all designed by Bruce Rogers.

Chemical Catalog Co., 19 E. 24th St., New York
Color Matching on Textiles, Patterson.

Chicago Public Library, Chicago

Democratic National Convention, Proceedings, 1880 to 1896 inc.

A. H. Clark Co., 4027 Prospect Ave., Cleveland, O.
U. S. Congressional Globe, 24 Cong., 1st Sess.; 29th Cong., 1st Sess. Apx.
Beers, Hist. of Great Lakes.
Baraga, Dict. of Ojipwe Language, 2 vols., Cin., 1853; also 3 vols., Montreal, 1878-81.
Custer, My Life on Plains.
Ross, Fur Hunters of Far West, 2 vols.
Wislizenus, Tour of Northern Mexico, 1848.

Columbia University, Library, New York

Treagar, Ed., The Maori Race, A. D. Willis, Victoria Ave., Wanganui, New Zealand.
Bullock, C. J., Essays in the Monetary System of the U. S., Macmillan.
Davidson, J., Bargain Theory of Wages, Putnam.
Dickson, History of the Theory of Numbers, Carnegie Institute, 3 vols., vol. 1 only.
Gardiner, Greek Athletic Sports and Festivals, Mac.
Hicks, Stoic and Epicurean, Scribner.
Lowie, Culture and Ethnology, McMurtrie.
Lanier, Letters, Scribner, 1899.
Colvin Vailima Letters, Scribners.
Beresford, Early History of Jacob Stahl, Little, B.
Grosche, Beginnings of Art, Appleton.
Groos, The Play of Man, Appleton.
Strong, Home Hygiene and Care of the Sick.

Columbia Univ. Press Bkstore, 2960 Broadway, N. Y.
Book of Knowledge, last ed.
Book of Marco Polo, Yule, London, 1903.
Gudeman, Latin Literature of the Empire.
Raleigh, Sir W., Shakespeare's England, ed. Hadow.

Cornell Co-op. Soc., Barnes Hall, Ithaca, N. Y.

Lessing, Laokoon & Dramatic Notes, Bohn Lib. ed.
Sir Thomas Wiat, The Poems of Sir Thomas Wiat, ed. by Foxwell, 1 vol. ed., Univ. of London Pr.
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Country Book Shop, 14 W. Putnam, Greenwich, Conn.
Poetical Works Thomas Moore, 10 vols., set, pub. London, 1863-64.
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Elizabeth Barrett Browning, early eds. of poems.

Dartmouth College, Library, Hanover, N. H.

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Taft, J., Woman Movement from Point of View of Social Consciousness.

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Bank Deposit Building, Morehouse.
Bank Advertising, MacGregor.
Laws of Imitations, Garbriel Tarde, trans. by E. C. Parsons, Holt, 1903.
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Work of a Bond House, Chamberlain.
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United States Catalog, 1918-21.
Jewish Encyclopedia, 12 vols.
Groot, The Religious System of China.
Hobbes, Works, Eng. & Latin ed., Molesworth.
American Journal of Physiology, 1915-23.
Migne, Patrologie Gréco-latine, 166 vols; Patrologie Latine, 222 vols.; Patrologie Grecque, 85 vols.
1895-1909.

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Quarterly Journal of Experimental Physiology, vol. XIII, 1922.
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Richter, Leonardo da Vinci, 2 vols.
Rigveda Samhita, ed Müller, 2 vols., 1890.
Singer, Studies in the History of Science.
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Massachusetts Historical Society, Collections, vols. 19, 20.

Ostrovskii, Alexander N., The Storm, trans. by Constance Garnett, London, 1898.

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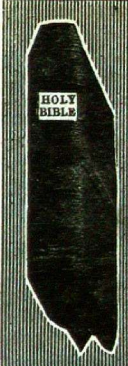
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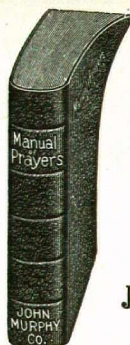
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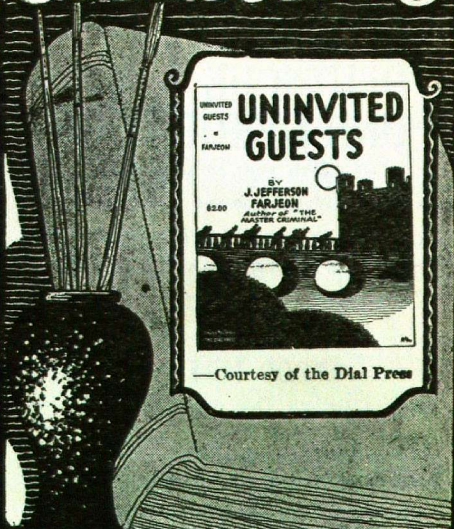
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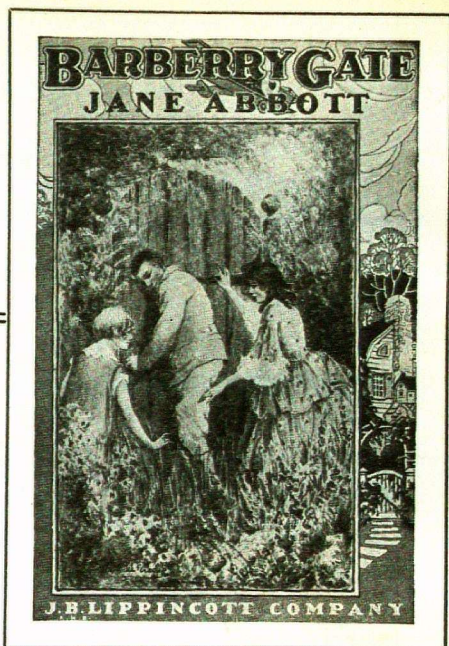
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